THE CANNED GOODS TRADE

An Independent Journal of the Canning AND Allied Industries

THE CANNED GOODS AUTHORITY OF THE WORLD.

OFFICE: ROOMS, 304-5 MARYLAND SAVINGS BANK BLDG. BALTIMORE, MD.

VOL. XXX. BALTIMORE, FRIDAY, JULY 10, 1908. NO. 46.

"AMERICAN"

PACKERS'

CANS.

Canners' should bear in mind that we furnish any kind of container which may be required in their work—

ROUND SQUARE OBLONG

Standard Hole and Cap

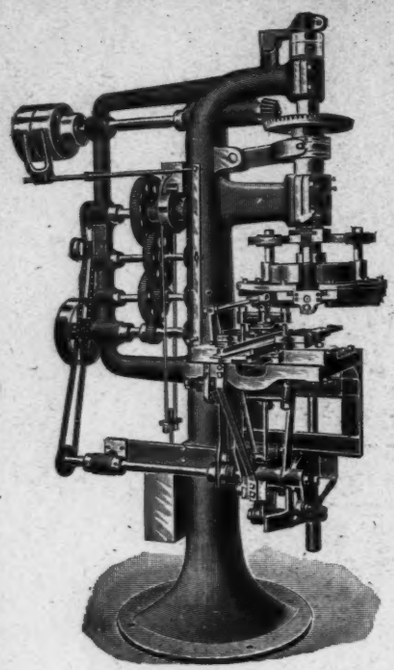
Open-top Roll-top Coke Tin

Extra-Coated Tin Enameled Inside Cans

and that we can furnish cans in any quantities, from a great number of shipping points.

AMERICAN CAN COMPANY

NEW YORK BALTIMORE CHICAGO SAN FRANCISCO



PATENTED.

THE CANS STAND STILL.

For doing Irregular Work, Square Cans, Etc.

THE CANS STAND STILL

IN THE

STEWARD SANITARY CAN SYSTEM.

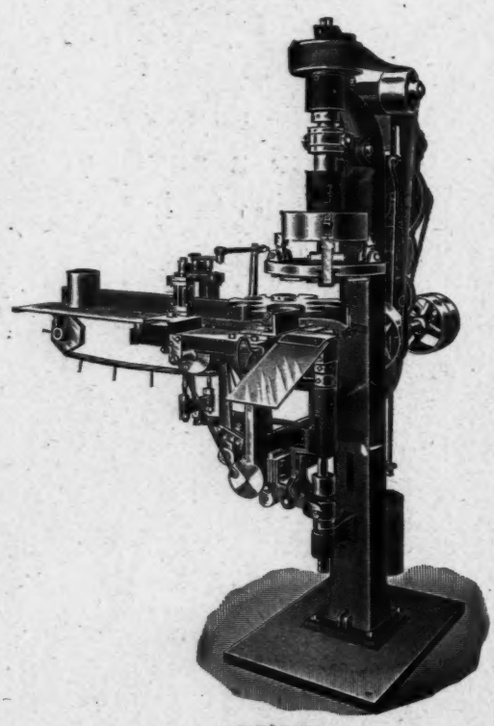
If you have not thoroughly—definitely—investigated the merits of these machines, you owe it to yourself to do so—now. . . . . .

Every packer who aims for something good, should use the best, that is ours. Our cans and machines are having grand success, and they have a record. The Cans Stand Still. . . . . .

We expect to have a factory in Western New York so that our friends can get cans at reasonable freight rates. . . . . .

SOME CANNERS are using several of our Double-Seamers—ONE 28; ANOTHER 50 Machines. Three Concerns in Maine will have a capacity of nearly a million cans a day the coming season.

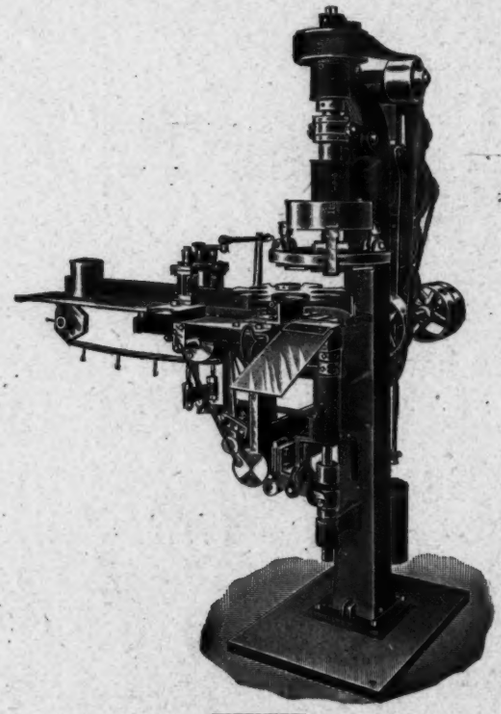
"ENOUGH SAID."



PATENTED.

THE CANS STAND STILL

AUTOMATIC FEED.



PATENTED.

THE CANS STAND STILL.

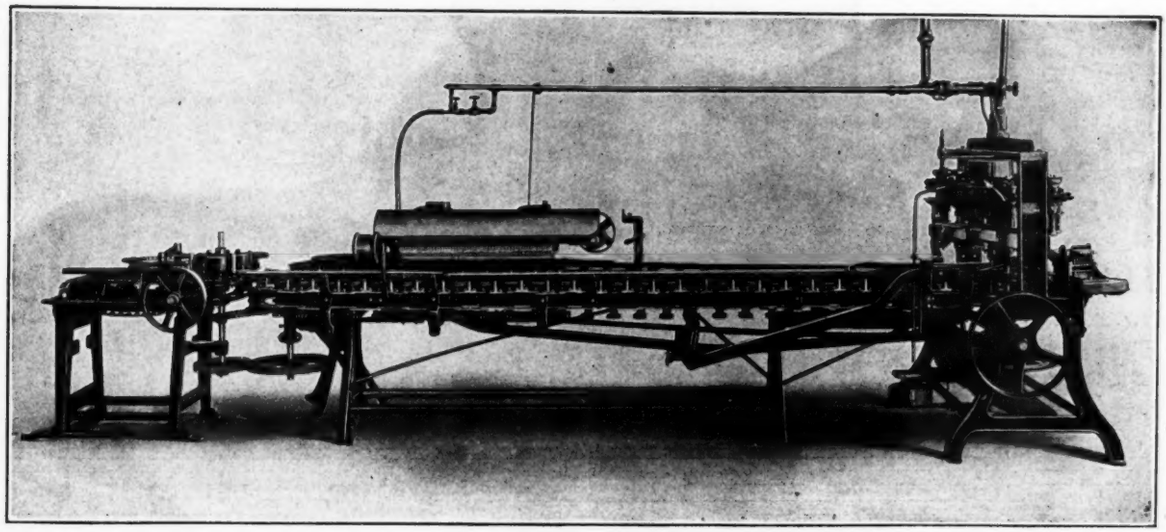
PARTICULARS FOR THE ASKING.

L. & J. A. STEWARD,

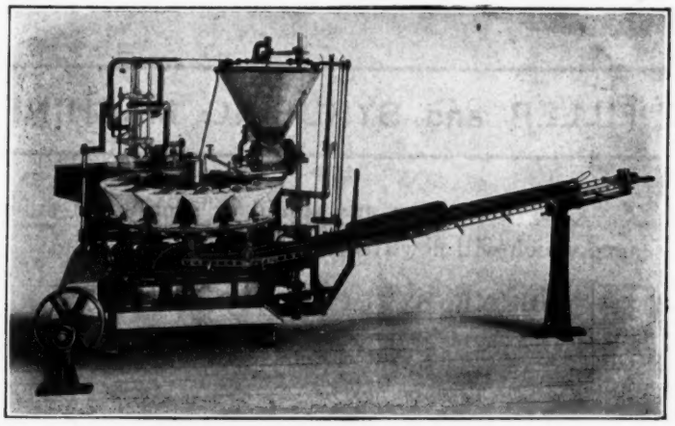
MANUFACTURERS OF CANS AND MACHINERY,

RUTLAND, VERMONT.

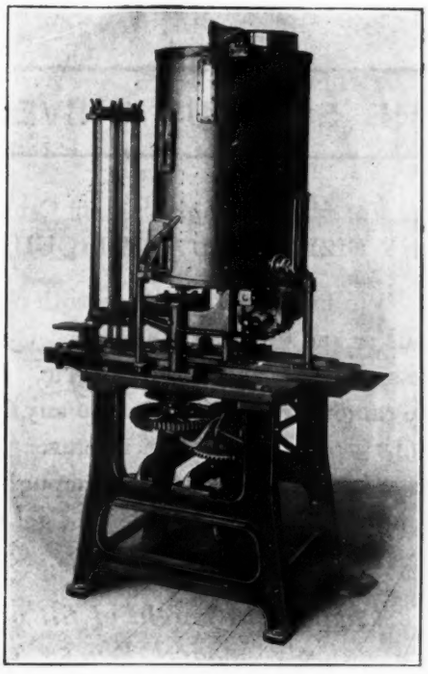
Ayars Machine Company, Salem, New Jersey.



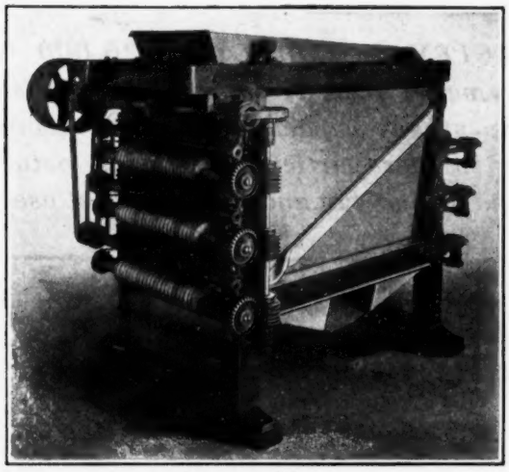
Universal Continuous Capper.



Rotary Pea and Bean Filler.



Corn Cooker-Filler.

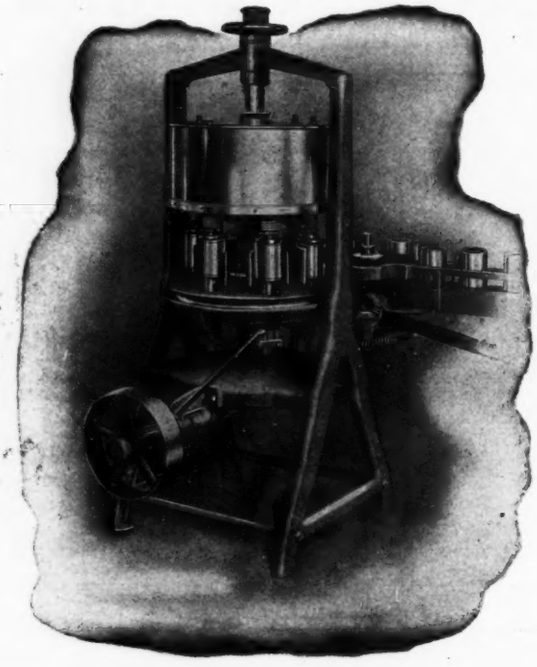


Hayner Corn Silker

SEND FOR FULL LINE OF CIRCULARS. . . .

Ayars Machine Company, Salem, New Jersey.

BROWN, BOGGS CO., LTD., HAMILTON, ONT., Sole Agents for Canada.



THE SPRAGUE UNIVERSAL LIQUID FILLER and SYRUPING MACHINE.

For filling or finishing off Cans or Glass Jars of ANY SIZE WITH ANY LIQUID.

Works in automatic line with our Continuous Exhauster and Capping Machines. CONTINUOUS, TRAYLESS, and ENTIRELY AUTOMATIC. This machine fills the can or jar with liquid up to any desired height. IT FILLS TO A DEAD LINE wherever set. ABSOLUTELY NO WASTE. It is a simple, thoroughly well built, substantial machine which does not get out of order.

Changes in height of fill or in size of can are quickly made. Works equally well on Studhole Cans, Open top Sanitary Style Cans, or Jars.

Can be used on any liquid or semi-liquid substance which will flow freely—such as

BRINE, SYRUP, LIGHT SOUPS or
SAUCE, MILK, VARNISH, ETC.

As a finishing off machine for Fruit and Vegetable Packers it has no equal and promptly saves its cost.

CAPACITY on Gallon Cans 20,000 10 hours, on smaller sizes 40,000. Gives perfect satisfaction at any capacity up to the above. Apply for further particulars, stating nature of work and size of can and opening most used.

SPRAGUE CANNING MACHINERY CO.

FACTORY
HOOPESTON, ILLINOIS.

SALES OFFICE
5 WABASH AVE., CHICAGO, ILL.

DANIEL G. TRENCH & CO., General Agents.

Holley-Matthews Mfg. Co.

MANUFACTURERS OF

SLACK COOPERAGE STOCK, EGG CASES, BOX SHOOKS AND LUMBER.

Let us Consult with you on your Canned Goods Boxes.

MILLS AT
SIKESTON, MO.
AND
GREENVILLE, MISS.

MAIN OFFICE
SIKESTON, MO.

PACKERS' CANS

Do you want to make a Pack without having a claim for leaks?

Have you ever figured your loss of profit on leaky cans, your expense of cleaning other cans soiled by leaks?

WILL DO IT.

If you have not placed your order for cans, better let us send you a sample carload guaranteed to be better than any you have ever used.

Wheeling Can Company,

OLIVER J. JOHNSON, President. Wheeling, W. Va.

WILLIAM DUGDALE, Sales Agent for Indiana and Kentucky, 301 Majestic Building, Indianapolis, Ind.

SPECIAL NOTICE!

Baltimore, June 12th, 1908.

Gentlemen:—

We beg to announce the removal of our office to 747 and 749 Equitable Building, Baltimore, C. & P. 'Phone St. Paul 3203, where we will be pleased to see you.

Yours truly,

JUDGE MACHINE CO.

Baltimore, Md.
747 and 749 EQUITABLE BUILDING

San Francisco, Cal.
7th AND HARRISON STREETS

STANDARD OIL CO'S **DEODORIZED GASOLINE** is used by 95 per cent of the CANNING TRADE. Why? Because it is best and cheapest, and is for sale everywhere by Tank Wagon, in Barrels or Iron Drums

Address Our Nearest Tank Station or BALTIMORE OFFICE.

BALTIMORE, FRIDAY, JULY 10, 1908.

PACKERS' CANS

We claim to have the most modern equipment, the greatest variety of Cans, and the largest capacity of any of the Baltimore Independent Companies. Packers who have yet to purchase will do well to communicate with us. Excellent rail and water facilities for shipping enable us to handle the largest Contracts with dispatch.

Southern Inside Coated Cans.

We now quote for balance of season:

No. 1s, $12.70. No. 2s, $17.50. No. 3s, $22.90.

Car Loads. F. O. B. Baltimore.

Wax Top Cans for Home Preserving.

The high cost of glass jars makes our low prices particularly attractive. Quotations dependent on quantity and desired deliveries.

Friction Top Cans for Syrups and Molasses our Specialty.

SOUTHERN CAN COMPANY

E. EVERETT GIBBS, Pres.

BALTIMORE, - - MD.

Weekly Review

Of the Canned Goods Situation. Market Reports. Conditions and Changes. Outlook.

Despite the fact that business in canned goods is not brisk, by any means, there is an undercurrent of better feeling beginning to show itself in an increase in demand along all lines of new packing, and this gives new hope to the close followers of of canned goods prices. There has been a continuation of the steady demand in small lots of the cheaper goods of peas, and the result is the market in this style of goods is being cleared of much stock.

The evident desire of economy shown in this demand for something cheap is taken by many as the key note of this season's transactions in canned goods, as between packer and buyer. We are not inclined to view it altogether in that light; but we do believe it points unmistakably to a lower range of prices on all canned goods of this year's packing, or in other words for the next year to come. We think this can be counted on, and the canners must take it into their considerations—high prices for goods this season is out of the question.

We believe the effort to buy the cheaper lines of goods is due to a desire on the part of jobber and retailer to force an increase of sales by cheaper prices, rather than a demand by the public for cheaper goods. The public does not generally act that way, at least not so quickly after a business depression; it usually leaves an article, which it figures as a luxury, alone, if it cannot indulge in it as it used to. But of course a lessening of the price on the same article would tempt many back into buying, and that is what we see now.

It would appear now, from reports received on the pea crop and pack of the Western end of New York State, that the late crop of peas is turning out very poorly there. Former correspondnets reported the early crop of peas in New York State sharp up to 50%, averaging about 33⅓%, but at the same time all agreed, without difference, that the late crop would be a very good one.

As our reports come from parties who are right on the ground, have travelled over the entire pea packing section of that State, there is no room to doubt the accuracy of these re-

ports. And the same parties, in some instances have reported the conditions in the Western end of the State, where the packing begins earliest, and these reports all predict a short crop. The late peas are not coming to the canneries as they should, or as they were expected.

It begins to look as if New York State would fall in line with a shortened pea pack, as have all the States so far finished with this article. And yet it is more than possible that this is a peculiar condition in that end of the State.

It begins to look like Wisconsin would be somewhat short in her total pack of peas; but in all these sections it is a good rule not to count, with too much certainty at least, the chickens before they are hatched. We are confident from what we have seen that there will be peas aplenty to supply the market for another year and enough to keep the market from experiencing any forces of prices this year.

The string bean crop is coming on as well as anyone could desire, and gives promise of a large yield of fine quality. The weather has been favorable to them, and bean canners are making preparations to handle them.

The growing corn crop of the East looks firm and strong. Through Maryland, Pennsylvania and New York the weather has been "corn weather"—hot with enough moisture in the soil to make the corn "crack in the night" so fast is it growing. There seems to be quite a good acreage out, and if canners handle the crop as usual, the eastern section of the country at least will put up a big pack. Of course there are quite a number of factories which will not be run this season; notably in Maryland and New York State, and these idle ones should cut down the total pack somewhat.

The West begins to realize that it cannot get more than two thirds of a full pack, at least that is the way it looks now. But we don't want a full pack in any line of goods this year, in any section. It will be a great deal better to have a considerably reduced pack everywhere. But it looks like the same old story—if there is any reduction it will be made by the weather, or the disinclination of the grower to put in canners' crops, rather than by the canner. Ask them anywhere you happen to be, and unless the weather has forced a reduction in the planting, the answer will come "about the same." We do not make these remarks in particular about corn, they apply to peas, corn, tomatoes, string beans, beets, etc., all along the line.

As for fruits—the season has not been equalled for ten years, if not twenty, for the quantity and quality of all fruits. Nearly every section of the country has been blessed with abundant crops of all kinds of fruits, with very rare exceptions.

At present canners and preservers are busy on black and red raspberries, blackberries and blueberries. And we hope they are all doing, as many we have seen, packing the cans full of fruit and putting a good heavy syrup on them. If there is anything that will keep small fruits to good prices this year, it is this good quality packing.

THE CHICAGO MARKET.

SPECIAL CORRESPONDENCE TO "THE TRADE"

CHICAGO, ILL., July 8, 1908.

The First Six Months.—From what I can learn through brokers and otherwise, the canned goods departments of the various wholesale grocery houses throughout the West have shown but little profit and even losses in some instances for the first half of 1908. Not only were sales very heavily decreased, but enormous losses have been sustained through declines in canned goods. For illustration: No. 10 apples have declined $1.50 to $1.75 per dozen; No. 10 tomatoes, $1.00 per dozen; standard No. 3 tomatoes, 10%; fancy, hand-packed No. 3 tomatoes, 20%; high-grade peas, 20%; unpeeled pie peaches No. 10, $1.50 per dozen; No. 3 apples, 35c. per dozen; California fruits and asparagus, nearly 25%, and much stock, which would not sell at the high prices, was carried over and is now on hand. The first of July inventories have so disgusted many jobbers with the conditions of inflation, overproduction and statistical deception, not to speak of leaks, rusties and other unpleasant features, that many have concluded to buy canned goods hereafter in small quantities as needed and not to anticipate their needs. This is not a matter of my own knowledge or hearing, but reports and opinions secured from brokers.

Bankrupt Stocks Absorbed.—I learn that the Erie Preserving Co. and The Dunkley Co. stocks of canned goods have been pretty well absorbed and distributed and that the demoralizing and depressing influence which they wielded have thereby been removed. The small advance of tomatoes in the East, with strong reports of drought, conditions prevailing there have had the effect to put a better edge on the market, and brokers report a more active condition of trade this week all along the canned goods line.

Canned Tomatoes.—Standard No. 3s are very scarce and in strong request at 82½c. to 85c. Chicago, with but few holders or sellers among the jobbers. I heard of a sale of 3,000 dozen gallon tomatoes today at $1.90 to $2.00 f. o. b. warehouse Chicago, spot goods. The firm stand of Eastern packers to take no less than $2.25 f. o. b. cannery for future gallon tomatoes had the effect to close up offerings held here in warehouse of gallon tomatoes which speculators were tired of carrying.

There is no change in the situation as to future tomatoes, and Indiana still has a few to spare at 80c. cannery, I learn, but is not urging sales.

Canned Corn.—This article still remains immovable at 65c. and 70c. for Illinois, 60c. and 65c. for Indiana, 60c. and 65c. for Ohio and 60c. and 65c. for Iowa, all f. o. b. canneries. Wisconsin and Michigan do but very little in corn canning, it being an unreliable crop for these States. Packers appear to be very independent and, in fact, indifferent about booking orders for future corn at present prices.

Michigan Peach Crop.—Despite the heavy injury to the trees last year, the Michigan peach crop promises well to be large and packers in the Lower Peninsula, the only part of the State where peaches are grown, are making low prices on peaches to be delivered when packed. They are, of course, influenced by the low price of California canned peaches and apricots and also by the low prices of future peaches in Maryland and Georgia, as well as by their own crop prospects.

Pea Canning.—I visited the Fremont Canning Co., Fremont, Mich., a few days since and witnessed the packing of peas. The Alaska seed, or early crop, is just now being packed, and it is found that the yield is, though, of good quality, very disappointing as to quantity. This establishment will begin to pack the late variety of sweet peas in about ten days hence. I saw what is known as the gravity separator process in operation at this cannery. The principle of it is the passing of the ungraded peas through a salt solution, in which the tender peas float and the harder or dense peas sink to the bottom and are separated from the fancy quality of peas by means of an endless revolving screw. In this way the the tender peas are packed into a fancy grade and the harder peas are packed separately and designated as standard quality. The Fremont Canning Co. is owned and operated by the Gerbers, formerly wholesale grocers at that point, and is one of the most modern plants for the packing of peas, string beans and fruits in this country, and the management being eminently practical, leaves nothing undone and spares no expense to secure high quality in its product at reasonable prices. The late crop of sweet peas looks very fine in the fields in that vicinity and promises a good yield of fine quality.

Droughty Telegram.—A telegram was being shown to the trade this week from a big Maryland canning establishment to their Chicago brokers which read: "Offer declined. We are out of the market for future tomatoes. Drought prevailing here."

This stirred things up a little, so I understand, and the confirmation of the drought report later from other sources, though not so emphatic, has further strengthened the confidence of buyers in the future of tomatoes.

California Fruits.—I saw a letter from a California canner today, wherein he stated that the fruit growers were displaying a very unresponsive spirit toward those who offered them low prices, and that some of them had refused to gather their crops of apricots, unless they could get the price for them that they had concluded they should receive. He said that for that reason quite a quantity of fruit would be wasted. He said that his establishment would can all the fruit they had capacity for, as they believed there would be an enormous demand and later on higher prices.

WRANGLER.

EXPERIENCED MANAGER, hustling Salesman, age 30, enthusiastic, energetic, large experience on the road, capable organizer, invites correspondence from leading manufacturers; canned goods specialties, sardines, fruits, etc.; sole agency, Great Britain, or willing to organize sales; good knowledge of advertising; 10 live agents covering country; about 2,000 open accounts wholesale and retail grocers throughout the country; independent hard worker; highest credentials; society guarantee; only high-class firms wishing permanent arrangements entertained; salary, commission, expenses. Apply LONDON c/o THE TRADE.

FOR

Packer's Cans

POPE

"Clean & Bright"

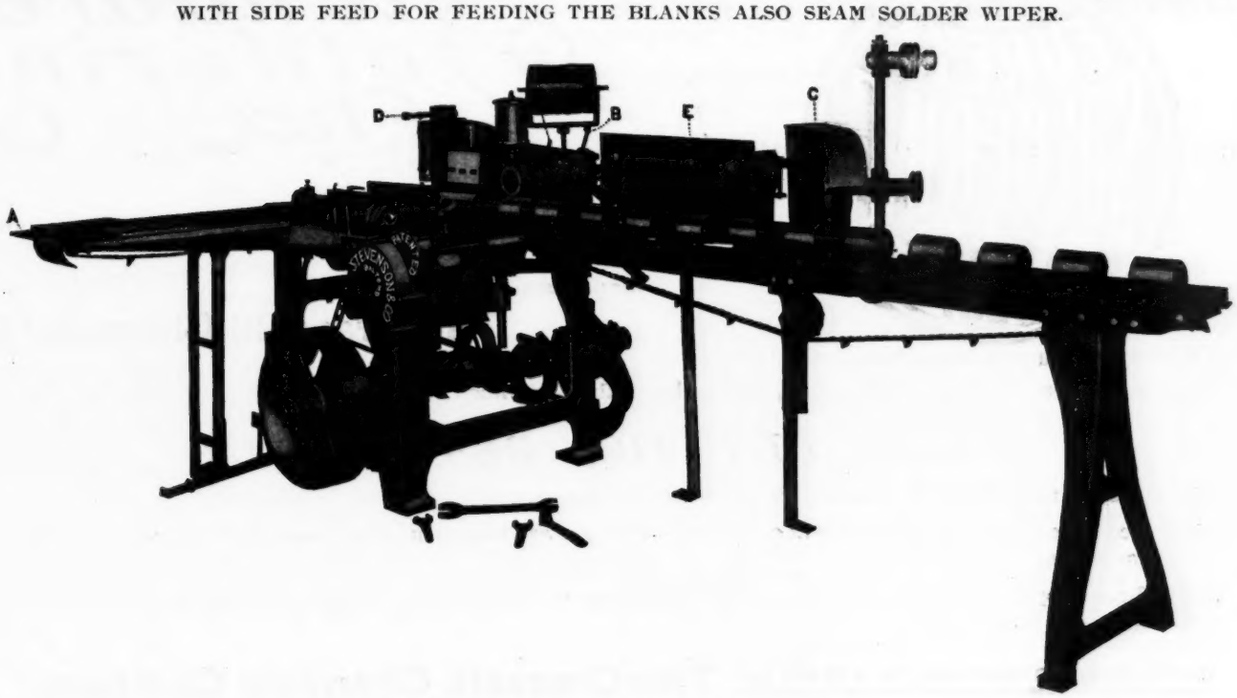
PLATES

Pope Tin Plate Co.

PITTSBURG. PA.

BODY LOCKER AND SIDE SEAM SOLDERING MACHINE

WITH SIDE FEED FOR FEEDING THE BLANKS ALSO SEAM SOLDER WIPER.



PATENTED NOV. 19, 1901. JUNE 30, 1905.

STEVENSON & COMPANY,

601-7 S. CAROLINE STREET, *BALTIMORE, MARYLAND.*

BOILERS FOR SALE.

BIG BARGAINS TO QUICK BUYERS.

Two 50 HORSE-POWER RETURN TUBULAR BOILERS, Thos. C. Basshor Co. make; in good condition.

J. S. KING MACHINE CO.,
213–215 North Street,
6-12-08-tf Baltimore, Md.

WANTED.

An up-to-date, first-class, second hand, POWER SANITARY SEALING MACHINE, ready for use, suitable for sealing No. 2 and 3 sanitary or open-top, lock-seam cans. If you have a bargain, address with description and best cash price.

Also 1—5 H. P., neat, compact, modern make, first-class, second hand STATIONARY ENGINE, in prefect repair, ready for use.

ROGAN BROS. & NICE.
tf Rogersville, Tenn.

FOR SALE.

At bargain prices, practically good as new, crated, ready to ship: 2 each—MODEL M CUTTERS, BURNHAM SINGLE COOKERS, SPRAGUE EXHAUST BOXES, M. & S. SILKERS, WESTINGHOUSE DYNAMO and SWITCHBOARDS, STEVENS POWER FILLERS, BUFFALO BLOWERS, CARBURETTORS, BEAN and APPLE SHAKER FILLERS.

7-3-08-2t HUGH ROSS, Woodbine, Pa.

WANTED.

Competent Man as working overseer to grow one hundred acres tomatoes this season. Must understand all details and be able to get results from laborers. Address

"OVERSEER," care The Trade.

AN UNUSUAL BARGAIN IS OFFERED.

24 VANCE & BAKER MFG. CO. STEAM RETORTS, inside measurement 28 inches wide, 32 inches high, 10 feet long.

28 TRUCKS for Cookers.

8 FLOOR TRUCKS.

First-class condition; practically new.

Reason for selling, a change in manufacturing process.

Inquire quick. POSTUM CEREAL CO., LTD.,
6-19-08-1m Battle Creek, Mich.

WANTED.

Every Sanitary Canning Factory in America to write or wire A. J. STEVENS, of Menominee, Mich., and get one of his Interchangeable Free Trial Chucks, guaranteed not to lose over one can to the thousand if directions are followed. 6-26-08-tf

WANTED.

Situation, as Superintendent or Processor by a practical canner of sixteen years' experience with ideas and methods that are original; pack a full line of fruits or vegetables, tin or glass, standard and fancy; also, preserves, jams, jellies, etc., baked beans, hominy and kraut; also, catsup and other sauces; understand operating machinery and handling help. R. J. GIBBINS, Ludington, Mich.

FOR SALE CHEAP.

New Corn Machinery; slightly used one season.

One Morrall Improved Corn Cutter. One Burnham Corn Cooker-Filler. One Merrill-Soule Rotary Corn Silker. One Stickney Corn Mixer. Address,

7-3-08-1m. F. SCHNITZLEIN, Harve De Grace, Md.

Error Insurance.—Have A copy of a Complete Course in Canning always at hand. **Price $5.00.**

TRADE THE EUREKA SOLDERING FLUX BEST MARK

Registered U. S. Patent Office.

Standard Soldering Flux

(Formerly manufactured by the Marlou Chemical Works, Jersey City, N. J.)

Manufactured only by

The Grasselli Chemical Co

When you are ready to buy Soldering Flux, order either of these well known brands and

GET THE BEST

BEST—Because made by skillful chemists from the very best materials obtainable.

BEST—Because our formulas are the result of years of experience and because no Flux is shipped that does not pass a rigid inspection.

BEST—Because by their use you will have a smaller percentage of "leaks" and a smaller consumption of solder than when any other Flux is used.

Both brands carried in stock by The Grasselli Chemical Company.

Cleveland, O., (Main office)
Cincinnati, O.
St. Louis, Mo.
New York, Sixty Wall Street,
Birmingham, Ala.
Detroit, Mich.
St. Paul, Minn.
Chicago, 117 Michigan St.
New Orleans, La.
Milwaukee, Wis.

S. O. RANDALL, Baltimore, Md.——Also by——C. W. PIKE CO., San Francisco, Cal.

Samples and Prices Promptly Furnished. Correspondence Invited.

Jobbers' Views

Conditions as Observed by Leading Grocer Journals of Various Sections and Their Comments.

New York.

This market is quiet with a July quietness, but the steadiness of tone is remarkably salient in view of the nearness of a great panic. Altogether the situation in canned goods is one to encourage cheerfulness, for, though there are some weak spots, the market promises much better than anybody was entitled to expect a few months ago. Tomatoes are held firmly, when standard grade, and spot goods move into consumption in routine fashion. No. 10 tomatoes are lacking in strength, however, their sale being slow. Future tomatoes are dull. Peas are less settled in tone, some of the packers being anxious to turn part of their holdings into cash; the packing outlook does not improve, but there is yet time for the earlier ill-fortune to be reversed. In this State the pea packing is now in progress, and the early kinds promise to be rather short in supply. The corn market is quiet, seekers after bargains having no success. Other vegetables are quiet. Canned fruits are attracting a fair degree of interest. Peaches promise to be a large pack in the South. Canned salmon is quiet, the high price of red Alaska fish restricting bnsiness. Domestic sardines are still suffering from the fact that the catch in Maine continues very poor.—*Merchants' Review.*

Philadelphia.

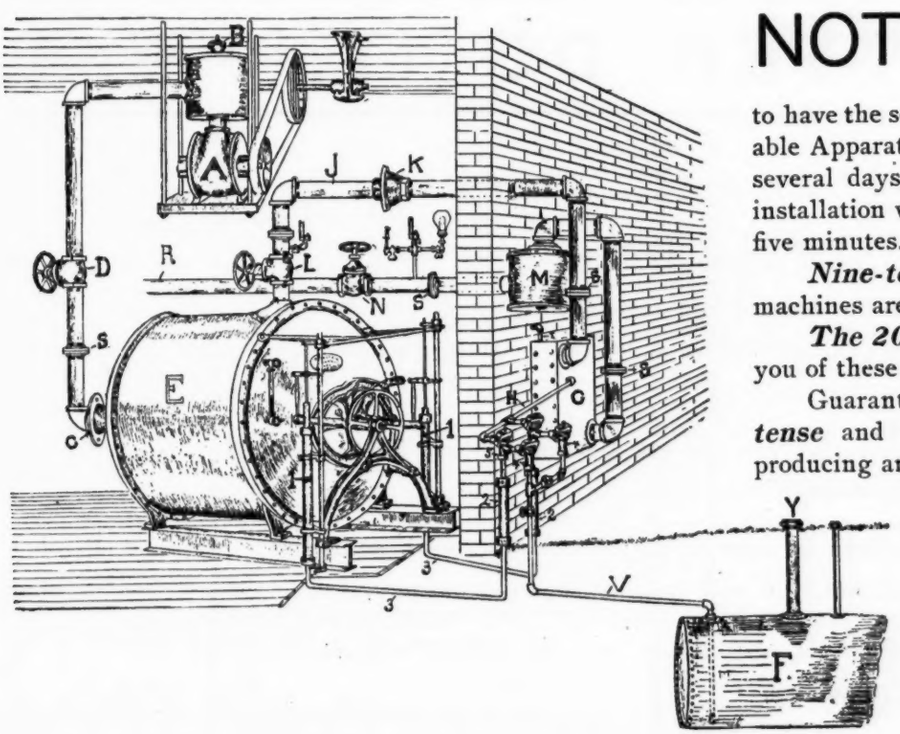
Tomatoes are in good demand, both spot and futures, at unchanged prices. If the drought is not broken, tomatoes will probably be higher. Corn is unchanged in price and in light demand, Peas are unchanged in price, but there is some reason to expect an advance. The pack in most of the packing sections has been from 25 to 50% short, a fact which will obviously have an effect on the market unless the demand is very light, or the available spot stock proves much larger than anybody has any idea of. Peaches are unchanged and in light demand. Futures are unchanged and not particularly active. Prospects still point to a good pack. The packing of string beans and varions berries is now going on in Baltimore. Strawberries are short and seem likely to be worth more money after the buying season begins. The general line of small Baltimore canned goods is unchanged and in light demand. Practically all the California packers have reduced their prices from 5 to 20c. per dozen below the opening, which, as we reported at the time, were already low. The packers are no longer on a parity, and the gentleman's agreement seems to be off.—*Grocery World.*

Chicago.

The Business Situation.—Canned goods are in good demand, the activity in some articles being very noticeable. This is especially true of peas and cheap corn, and the demand also extends to tomatoes as well as the canned and potted meats and the usual summer specialties. The general crop situation has improved and farmers are practically certain now to have an abundance of money this fall with which to purchase all necessities as well as to cancel their obligations to the dealers. The general list of canned goods is in very good demand at the present time. Scarcity of some kinds of fresh vegetables has lengthened the season for canned goods, including tomatoes, corn and peas. The week's business on the leading staple articles has been very satisfactory to the wholesale trade. There is a strong feeling prevalent on most items. Tomatoes are firm and wanted; spot and futures are very strong, as very few canners seem willing to sell any more futures. They report much of the acreage lost and are firm on account, as they say, of "the poor crop outlook." Some very bullish news is receiced regarding corn, too, and peas, as it is said the Baltimore pea pack was little more than half, and Indiana is reported short about 25%. Wisconsin canners are at work on peas, but nothing is heard about what the outcome of the season will be. Future canned fruits have been selling fairly well. Prices are maintained. Salmon is a strong and active item, showing an advancing tendency on small spot supplies, and reports indicate a light pack. Sardines are firm. Demand is good. Oysters and shrimp are unchanged in price.—*Grocers' Criterion.*

St. Louis.

Business all along the line has been very good the past week. Nobody is sending in any very large orders, but a lot of merchants are sending in a lot of small orders, and the aggregate makes a considerable volume of business, even if it does take a bit more trouble to get the lot of little orders out. There have been few material changes in price and features in that line are few and far between. Both buyers and sellers seem to be doing a little sparring before getting down to the real business of making trade. Collections are the same as a week ago. The city shows less promptness in meeting bills than the country, with neither of them calling for any particular complaints. Tomatoes, corn and peas show but little



NOT TOO LATE

to have the services and advantages of this remarkable Apparatus ***this*** season. Can be installed in several days, and if your season has started the installation will not interrupt your operations for five minutes.

Nine-tenths of the ***troubles*** with capping machines are due to insufficient or irregular heat.

The 20th Century Gas Machine will rid you of these troubles.

Guaranteed to produce and ***maintain*** an ***intense*** and ***uniform heat.*** By our method of producing and applying the gas, you can greatly improve your service and reduce the gas consumption. ***Uses cheapest gasoline*** or ***distillate without waste.***

Makes big savings.

Furnished on 30 days trial. If Machine does not meet your expectations, fire it back.

C. M. KEMP MANUFACTURING CO.

405 to 513 E. Oliver Street, Baltimore, Md.

change in either price or demand. There is a trifle more liberal buying of futures these days, but still the future demand is far behind a year ago. With tomatoes the demand is better than a week ago, and the price has firmed up until several of the jobbers are insisting on 2½ cents more than last week. It still looks as if there is no abnormally large stock in the hands of jobbers here, and weather conditions are such that the future crop is very much of a gamble. There is hardly a vegetable which is so susceptible to weather conditions as the tomato, and everybody who has followed the market has seen a big crop ruined in a night or a day by a frost or a rain which was followed by a sweltering day. It may be taking chances in advising purchases of future tomatoes, but it looks as though there would be no money lost in protecting at least a few. Corn sells well at unchanged prices and not very much inquiry for futures. Good corn will probably not be in oversupply this year. The cheap grades, which sometimes take in a lot of the early field corn, will find that they will be late in being packed, for many farmers have had to replant their corn more than once this year. Peas will come on the market soon with the new pack, but still sell well for the spot goods. The finer grades are really the best sellers, the petit pois being in good demand for city trade — *The Interstate Grocer.*

Montreal, Can.

The new packs of asparagus tips, spinach, rhubarb and strawberries are now on sale. The advent of these new lines has depressed the prices somewhat. Demand for canned fruit and vegetables remains good, while fish and meats are neglected. The news that French sardines are to be offered again has been received with interest. Reports are that the pack of French peas will be an average.

Toronto, Can.

Little interest is yet evidenced in 1908 pack goods, and, with present conditions in the trade, retailers seem anxious to hold off to see what may happen later. Last year's goods are passing off fairly well under good demand, and the prospects for getting rid of the stocks held seems brighter.—*Canadian Grocer.*

London, England.

Salmon.—The present spell of fine weatner has had the effect of increasing the consumptive demand, and in British Columbia there has been much more inquiry for 1-lb. flats, which are dearer, whilst ½-lb. flats remain very firm. Alaska has also been in more demand and a very firm tone is maintained. The Ningchow has arrived at Liverpool with 2,500 cases. Lobsters.—The statement in these columns last week as to the market showing an easier tendency is confirmed this week by the lower prices which are quoted for forward shipment. The Kanawha has brought 1,700 cases and the Devonian 1,347 cases, the last named to Liverpool. Sardines.—The fishing in France seems to be general along the coasts, but there is very little being caught, and prices obtained are very high. The market here is quiet, but firm. Recent arrivals include the Juan Cunningham with 1,764 cases and the Peninsula with 1,994 cases. Fruits and pineapples are a steady market. The Malte has arrived at Liverpool with 5,970 cases of fruits.

Liverpool, England.

Salmon.—The trade of the last week was good, and large quantities of salmon have gone out into the country, particularly one-pound flats and half-pound flats of best quality. Alaska salmon is steady at last week's quotations. Sardines quiet. Lobsters.—Rather more doing. Fruits continue in heavy demand, particularly for the new season's apricots, which are expected to arrive overland about the end of July. There is also an inquiry for overland pears. The low prices of the new pack have certainly encouraged much business. Pineapples.—There is undoubtedly a large business being done, both for spot and forward delivery. Some shapes, particularly in cubes, have been cleaned right up, and buyers are anxiously awaiting further shipments. Prices ruling are exceptionally low, but, if anything, the tendency is firm. The Ningchow has arrived, having on board 2,375 cases.—*Grocers' Gazette.*

Kraut Making—A Profitable Investment!

It is to the interest of all vegetable canners and packers to add to their line of specialties such lines that will extend their season, keep their factory going, and which will bring them a handsome profit.

To manufacture saur kraut takes very little money and very little trouble. It is easily put down and when packed in cans, will keep indefinitely. Kraut can be put down during September, October, November and December. Cabbage can be bought when cheap and then cut and packed at your leasure. There is more kraut consumed every year and the profit is much greater than on many other vegetable products. This is worthy of yout consideration.

HOW TO MAKE SAUER KRAUT.

First remove the outter green leaves of the heads, then the core is taken out with the Corer, *but Far Superior Kraut is attained by using a Core Cut-*

BETTER DO IT.

The best way to know about a proposition is to INVESTIGATE.

Do you know about Knapp Labeling Machines and Boxers?

Are you aware that you can save from 50 to 75 per cent., by using these labor-saving Machines, besides getting neat and uniform work?

Do you know that you can get Machines to use for the season by paying a rental?

Are you willing to write us for terms and prices? Once you try Knapp Machines, you will be a satisfied customer.

State daily output, size of can or cans, and we will do the rest. You will thank us.

THE FRED H. KNAPP CO.,

NO AGENTS. 324 WASHINGTON BLVD., CHICAGO.

ter, whereby the Core is utilized instead of going to waste. The heads are then put in a Kraut Cutter, to be cut in the longest, finest strings possible, which can be done if the core is left in. The Kraut must be put in the barrels as soon as possible after it is cut as too long exposure to the air without being salted, will impede the fermentation of the Kraut. Cabbage exposed to the air after being cut is also apt to turn grey or black.

The bottom of the Sauer Kraut Barrel should be lined with loose cabbage or grape leaves. Then a layer of the cut cabbage about 6 inches deep is put in and strewn with salt and a few Juniper Berries. The amount of salt used not to exceed 4% of the amount of cabbage (in weight—4 lbs. salt to 100 lbs. cabbage). After the layer of cabbage is salted, it is pressed, or stamped down firmly and evenly, by which process the air, which prevents the proper fermentation of the kraut, is expelled. In this manner, layer upon layer is packed in, until the barrel is filled. The cabbage is then covered with a perforated hardwood cover, which is weighed down with stones or a press attacked to the barrel, to prevent air from coming in contact with the kraut. *Always keep the kraut covered with brine.*

The Sauer Kraut ought to ferment in the brine for a period of about 3 to 4 weeks. That the fermentation process has ceased, is best ascertained by the fact, that no more gas bubbles are noticed. If the Kraut has arrived at this stage, it ought to remain undisturbed for about 4 or 5 days longer, and then be filled into tubs.

By salting, the greatest part of the water contained in the cells of the cabbage, is extracted, and in combination with the salt, forms the brine.

Kraut requires the most careful attention while it is in the state of fermentation. It will not ferment when in too cool a place, 59 to 64 degrees is about the right temperature. After the Kraut is fermented, it will keep best in a cool place.

That the cabbage will ferment more speedly, some manufacturers add one tablespoonful of Skimmed Sauer Milk to each barrel of kraut. This is put in with the kraut, as it is cut and put in barrels.

The above Sauer Kraut Receipt is from one of the largest Kraut manufacturers in Germany, where the celebrated Magdelburg Sauer Kraut is made. To get the sweetish-sour flavor, it is necessary to cut the Core in with the kraut. This can only be done by using a core cutter.

John E. Smith's Sons Co., Buffalo, N. Y., make the best kraut machines.

British Canned Goods.

Exporters will be interested in the following statistics of canned goods imports into the United Kingdom during the five months ended May 31, 1908, as compared with the same period of 1907, from the *New York Journal of Commerce*. It will be seen that the importations of American tomatoes is increasing rapidly, but at the same time the French and Italians are going away ahead of us, the latter entirely outclassing both France and America. It has been said that the reason for this, to a large extent, is the special care taken by the Italians to export only the finest and carefully picked goods, while the goods received in England from the United States have been found inferior to a certain extent. The principal objection seems to be the desire of the American shipper to pass off a less desirable article in place of the A1 goods that were contracted for. This, of course, will not pay in the long run, and the man who wishes to hold the foreign trade should make an effort to ship only the best goods, and to change the opinions of our friends across the water who possibly think we haven't the best here. They are "from Missouri" to a great extent. The table follows:

	—In May—		Five Months End. May 31—	
	1908.	1907.	1908.	1907.
Condensed Milk	159,587	193,751	841 808	959,360
Lobsters	8,445	7,291	16,543	14,209
Salmon	142,933	42,161	494,496	281,175
Sardines	15,701	26,001	106,588	167,879
California Fruits	12,215	54,848	179,562	174,589
Canned Apples	6 692	750	57,164	79,913
Singapore Pines	34,129	22,809	149,173	225,589
Tomatoes, American	2,000	1,000	4,253	2,056
Tomatoes, French	599	763	5,890	3,886
Tomatoes, Italian	25,853	15,925	150,112	102,422

Clover Growing.

Clover growing as a substitute for fertilizer should prove of interest to crop growers. The following is a press notice from the Agricultural Experiment Station, at Ames, Iowa:

Clover occupies a place in Iowa agriculture that no other crop can fill. As a source of cheap pretein and as a nitrogen gatherer it is indispensible to both the live stock and the grain farmer. At the present time, however, clover is a secondary crop, both in acreage and in value. For every acre of clover in the State there are 16 acres of timothy and 46 acres of corn. At the same time farmers are buying large quantities of high priced concentrates for feeding purposes, and in some cases, commercial fertilizers, to

The Metallic Decorating Co.

...TIN PLATE DECORATING...
IN ALL IT'S BRANCHES

GOLD LACQUERING AND PRINTING
OF PLATES TO STAND PROCESSING
A SPECIALTY. . . . . .

AMPLE FACILITIES TO EXECUTE ORDERS QUICKLY

194 CHAMBERS STREET
NEW YORK, - - - N. Y.

WORKS WITH R. R. SIDETRACK:
BROOKLYN, - - - N. Y.

Jeffrey Machinery
—FOR—
CANNERS AND PACKERS
—INCLUDES—

Conveyors for Crates, Boxes and Baskets
Endless Apron Carriers.

Peeling Tables, Basket, Package and Barrel Elevators, Chain Belting

CATALOGUES FREE.

THE JEFFREY MANUFACTURING CO.
COLUMBUS, OHIO.
New York. Chicago. Pittsburg. Denver. Knoxville. Charleston, W. Va.

maintain the productivity of their soil, when clover will cheaply supply both of these needs. One of the reasons for the small acreage of clover is the difficulty in securing a stand. This is especially noticeable in the Southern part of the State, where the soils are often low in humus. The Soils Department of the Iowa Experiment Station has been conducting a series of experiments with a view to putting clover growing on a more certain and profitable basis. The results of these investigations have been published in Bulletin No. 98, "Clover Growing on the Loess and Till Soils of Southern Iowa," which may be obtained free upon application to Director C. F. Curtiss, Ames, Iowa.

Label Trade-Marks Registered.

The following trade-marks have been favorably passed upon by the United States Patent Office. Inquiries regarding these should be addressed to Joseph M. Bowyer, Patent Lawyer, 1110 F Street, N. W., Washington, D. C.

SERIAL NO.

2,817 The words, Thistle Brand. Owner, Griffin & Skelley Co., San Francisco, Cal. Used on hermetically sealed fruits and vegetables.

30,124 The word, Winola. Owner, Crocker Grocery Co., Wilkesbarre, Pa. Used on canned fruits and vegetables, dried fruits and mincemeat.

32,414 The word, Dixie. Owner, Elkin Canning Co,, Elkin, N. C. Used on canned blackberries.

33,830 The word, Amcehat. Owner, Acker, Merrall & Condit Co., New York, N. Y. Used on canned fruits, vegetables, soups, meats and fish, honey, sauces, teas, coffees, cocoanuts and macaroni.

33,918 Design, a barrel on which are the letters C. F. St. & Co. Owner, C. F. Stuhr & Co., Hamburg, Germany. Used on caviar, anchovies, sardels and sardines in tins, jars and glasses.

Rate On Peaches For Canning.

The railroad commission of Houston, Tex., has issued a circular authorizing the International and Great Northern to make a rate of 20 cents per 100 pounds for the transportation of peaches, in carloads, from points on the St. Louis Southwestern Railway of Texas, Tyler to Lufkin, both inclusive, to Austin when consigned to and for use of canning factory; provided that the product of such shipments, when reshipped from Austin, shall be made over the International and Great Northern Railroad.

Authority is also granted for the adoption of the rate of 20 cents per 100 pounds, actual weight, for the return of empty boxes and baskets used in the movement of the above shipments, returned from Austin to the origins above named.

Effective June 1, 1908. Expires September 1, 1908.

Canned Prunes.

These who have had opportunity to pick the full ripened prune off the tree state that it possesses a delicious quality and flavor which are wanting in the dry product of commerce. In this connection considerable interest is felt both by growers and consumers of prunes in some experiments which have been lately conducted in the canning of the fresh prune, as is done so extensively with apricots, pears and peaches. Some of this canned product wao sent to the Philippine Islands, returned to the factory which put it up and found to be in perfect condition. This keeping quality of the prune when put up fresh is a matter which seems to have been in considerable doubt. Now, however, that the point has been determined, it is is quite likely that prunes will be extensively canned.

FOR SALE CHEAP.

BAKER GRASSHOPPER AND REMINGTON SCALDERS, New and Second Hand; rebuilt at our factory.

VANCE & BAKER MFG. CO.,
5-15-08-2m Muscatine, Ia.

CONSUMERS' CAN CO.

33 S. Gay Street, Baltimore, Md.

PACKERS' CANS

Best Quality Lock-Seam Cans.

We will enter your order for your season's requirements and deliver as wanted in carload lots or over from April 15th to October 1st, with freight equalized for you to same rates as from the nearest can factory. At following figures:

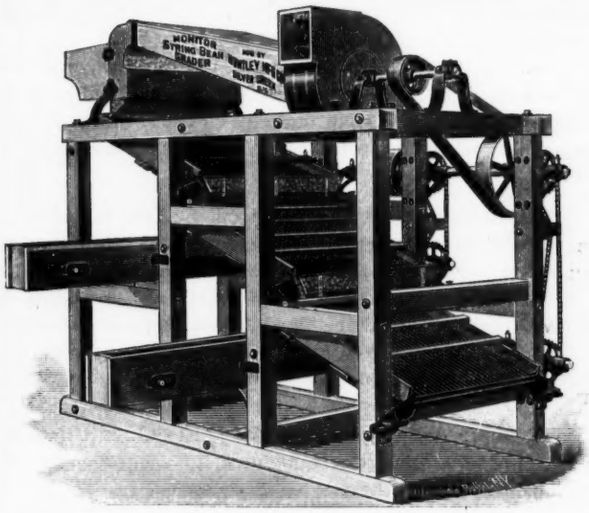
No. 2 CANS, Either $1\frac{3}{8}$ or $1\frac{1}{2}$ OPENING AT $13.25
No. 2 CANS, $2\frac{1}{16}$ " AT 13.75
No. 3 CANS, $2\frac{1}{16}$ " AT 17.75
No. 3 CANS, $2\frac{7}{16}$ " AT 18.25

SIGHT DRAFT AGAINST BILL LADING.

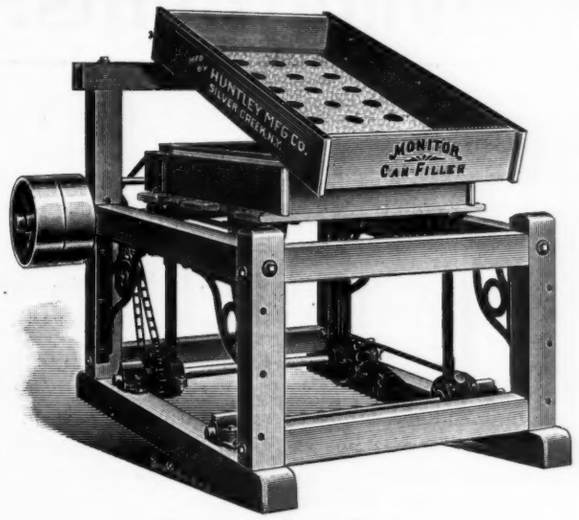
Will Furnish Samples and Any Desired Information on Application.

These Prices Won't Last Long. *Order Quick.*

IN WRITING ADVERTISERS, KINDLY MENTION THE TRADE.



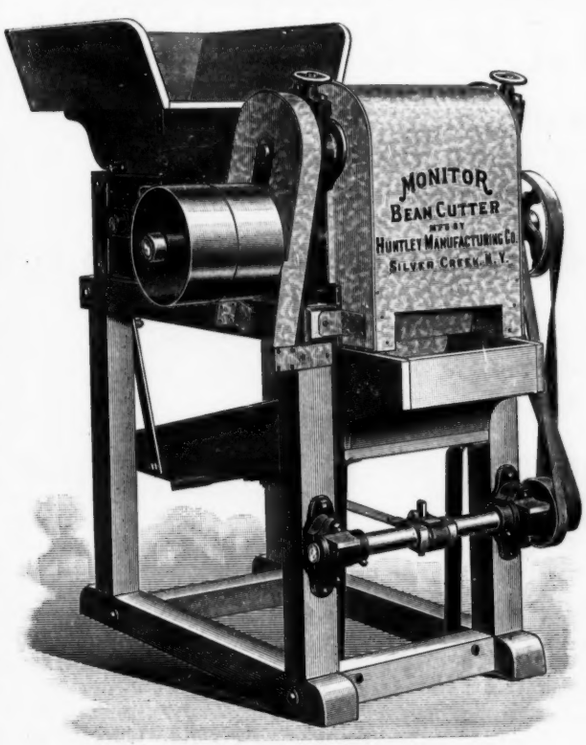
MONITOR STRING BEAN GRADER.



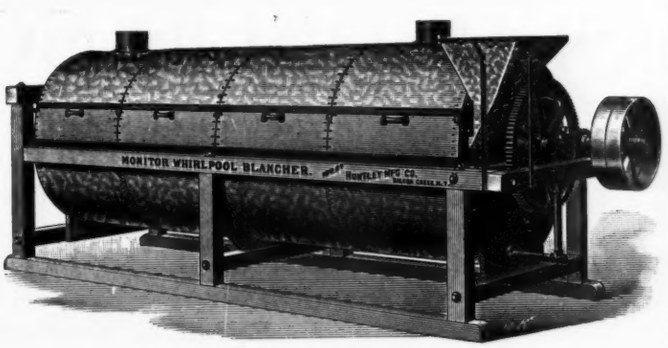
MONITOR CAN FILLER.

For Handling String Beans Best Results are Attained with the Monitor Machines Shown Here.

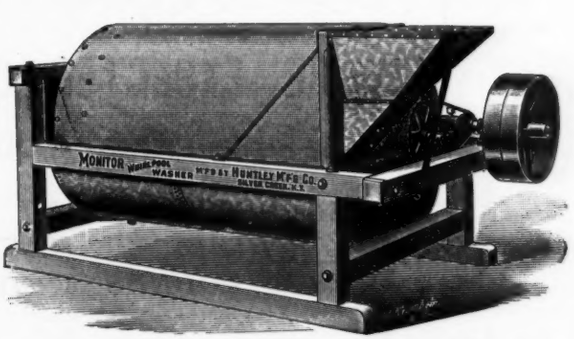
WRITE US FOR DETAILS—Huntley Mfg. Co. SILVER CREEK, NEW YORK.



MONITOR STRING BEAN CUTTER.



MONITOR WHIRLPOOL BLANCHER.



MONITOR WHIRLPOOL WASHER AND COOLER.

Canning Items.

Oakhurst, Ga.—Mr. Dick Dobbs has a factory of 2,000 capacity at Oakhurst, Ga.

Marietta, Ga.—Judge Gober, of Marietta, has started canning of the early crop. Mr. Louis Flamm, of Baltimore, is in charge.

Lyerly, Ga.—Mr. Lynch G. Smith, of Baltimore, is canning lots of fine peaches at Lyerly, Ga.

Smyrna, Ga.—E. J. Whitehead and T. A. Hicks, of Smyrna, Ga., have leased the Pearl Spring Distillery. It is now equipped as a canning plant and will be operated during the season. Its output will consist of a line of first-class canned peaches and sweet potatoes as a specialty. Other fruits and vegetables will be added to the output later.

Baltimore, Md.—The State Horticultural Department has instructed the inspectors in the various counties to begin today the work of inspecting orchards. A vigorous effort will be made to stamp out the San Jose scale and peach yellows.

The Alaskan-Yukon-Pacific Exposition has raised by subscription $1,000,000 and becomes entitled to the congressional appropriation of $600,000.

Cincinnati, O.—Christian Heller, in a hospital in Cincinnati, imagines that he is a dog and keeps one forefinger moving all the time, thinking, physicians say, that it is the dog's tail.

Hagerstown, Md.—Serious damage was done by the heavy storm that swept over a large section of the country north of Hagerstown, extending from Middleburg to Blue Ridge Summit, the early part of the week. The storm, which came from the Northwest and lasted only about twenty-five minutes, demolished numerous small buildings and devastated peach, apple and pear orchards. Hail fell in some sections and lightning played a conspicuous part in the storm, but no serious damage was done by it.

Seattle, Wash.—It is reported from Seattle that five new canneries will be in operation this season in Washington, and, exclusive of the Weber-Russell plants, about twenty-five canneries will be run in the State, and it is also reported that Andrew Weber, agent for the Washington Canners Association, says a good season is looked for and that preparations are being made as rapidly as possible to get the canneries in operation.

Pine Bluff, Ark.—James Gould, J. L. Caldwell and J. E. Boyce compose a committee appointed to secure capital and reorganize the cannery here.

Fresno, Cal.—The Pioneer Fruit Company has ordered its lumber for the erection of a large and up-to-date packing house. The plan is to have the structure in readiness for business some time this fall and early enough to get in a lot of work this season.

That this company will not have the undisputed monopoly in that part of the country is practically certain, for a plan is on foot whereby the California Fruit Exchange will likewise erect a packing house in that vicinity, not very far from where the first company will build its house.

Chippewa Falls, Wis.—Chippewa Falls Canning Co. start pea canning this week and the crop is a good one.

A Reputation Itself.

NEVERSLIP SOLDER THE PRODUCT. THE GOODS . . .

A PURE FOOD FOR ALL CAPPING MACHINES.—DON'T LAUGH, ASK YOUR NEIGHBOR.—THANKS TO ALL CONSUMERS FOR THEIR CONTINUED USE SINCE IT WAS BORN—1902. : : : :

NEVERSLIP. OUR LOWEST STANDARD

Better than the Best of all Products We Ever Made. "What we have done with Neverslip Wire Solder" in the Past, is our Lowest Standard FOR WHAT WE EXPECT TO DO, AND : : : : : :

WHAT MAY BE EXPECTED OF NEVERSLIP IN THE FUTURE.

KEEP YOUR EYE ON IT

IF IT'S SOLDER YOU WANT, AND IT CAN BE MADE, WE MAKE IT. JUST THINK, WE MAKE TRIANGLE, DROP AND STICK SOLDER, 30 POUNDS A MINUTE—THAT'S GOING SOME. : :

E. M. LANG &.
16 & 18 EXCHANGE PLACE,
NEW YORK CITY, N. Y.

OR

E. M. LANG &.
FACTORY
PORTLAND, - MAINE

Purcellville, Va.—The Purcellville Canning Factory was not sold on the date advertised. The sale was not well attended and we understand the highest bid did not reach above $5,000. This property cost the stockholders over $20,000.

Fredonia, N. Y.—Fredonia Preserving Co. has commenced canning cherries at the Wilson plant. Four cents a pound is being paid for sweet cherries.

Eau Claire, Wis.—The Lange Co. started canning peas July 1. The crop is good and they expect a large pack.

Fort Wayne, Ind.—The new packing house which is to occupy the building formerly used by the Bash Packing Company, is soon to be a reality, according to assurances of W. H. Silberhorn, who is now in Chicago securing financial backing for the scheme. The new packing company has been on paper for some time, but it seems that the industry will soon be actually in operation.

Sedalia, S. C —Sedalia, Union county, S. C., will have a fruit and vegetable cannery, to be operated by J. E. Minter.

Meadowbrook, Pa.—F. L. Hoover & Sons are estimating on the cannery, 60 by 42 feet 6 inches, for the Seybert Institution, Meadowbrook, planned by Brockie & Hastings, architects.

Newark, N. Y.—A certificate of consolidation of the Wayne County Fruit Company and the Driers and Packers Fruit Company was filed in the office of the county clerk. The name of the new organization is the Wayne County Driers and Packers Fruit Company. Capital stock is $50,000. The directors are George Schaich, Phelps; Gottlieb Kitteberg, Webster: Sidney J. Adams, Carl Schuetzl and Robert Scharnberg, Rochester.

Fresno, Cal.—Fire destroyed the raisin-packing plant of the Eagle Packing Company, of this city.

Several hundred tons of raisins in the sweat boxes were destroyed. The loss is $30,000; covered by insurance.

Marshalltown, Ia.—The big factory of the Western Grocer Co., recently acquired, has commenced canning operations. The canning department of the grocery company will put up many varieties of canned goods for use of the many houses of the company in Iowa, Minnesota and Missouri.

Bay City, Mich.—Plans are under way for making repairs on the pickling plant of the Beutel Pickling and Canning Co., with the object of opening the factory early this season.

Bryan, O.—The Van Camp Co. has decided to establish another cannery and milk condensery at Bryan, O. The contract providing for the improvement has been signed, the Van Camp Company agreeing to begin the erection of the building not later than the first of September. They agree to build a plant that has a capacity of 125,000 pounds a day. The Van Camp Company pays for half of the property and the business men of Bryan the other half.

Starke, Fla, has a cannery of about 12,000 cans capacity per day, putting up a general line of goods. C. L. Reek is secretary.

Baltimore, Md.—Alexander Hardcastle, Jr., and Richard Mayo, of Baltimore, have been appointed receivers for the Virginia Pure Food Company, a Virginia corporation. The bond was fixed at $10,000 each. The action was taken on a creditor's petition filed by a local can company claiming $525.06 on an open account. It is alleged that the food company has borrowed

QUINN'S PERFECT SIEVING MACHINE

FOR CATSUP—IMPROVED FOR 1908.

Preserves the color of the catsup,
Makes a smooth, fine grained article,
Runs noiseless and is quickly cleaned,
Highest recommends from all who use them,
Gathers no verdigris and requires no attention.

C. L. Quinn, Mfr., North Collins, N. Y.

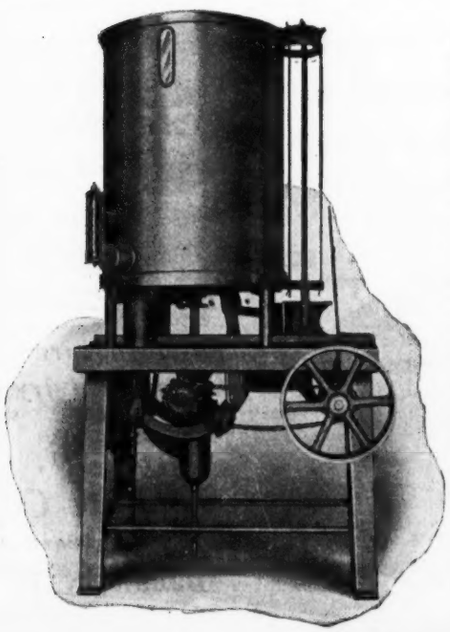
CANTON BOX COMPANY,

2501 to 2515 Boston St.,

BALTIMORE, MD.

Packing Boxes.

Made up or in Shooks. Cargo or Carload.



The Morral Corn Cooker-Filler (Patented)

MORRAL BROS.

MANUFACTURERS OF

The Morral Corn Silk Brushing Machine, The Morral Single Cut Corn Cutter, The Morral Double Cut Corn Cutter, The Morral Corn Cooker-Filler, The Morral Can Wiping Machine, The Morral Labeling Machines.

Also dealers in capping machines, Retorts, Etc., and can furnish full line of corn machinery.

TESTIMONIAL.

Morral Brothers,
Morral, Ohio.

DYSART, IOWA, Nov. 23, 1907.

GENTLEMEN :—The Morral Double Corn Cooker-Filler purchased of you was installed in our factory and used for our entire corn pack this season, and in ease in regulating the filling of the cans it exceeds our highest expectations, and the uniformity with which our cans are filled is in pleasing contrast to the results the filler we used last year gave us. The machine worked to our entire satisfaction in every way and we are well pleased with the selection we made of a Cooker-Filler.

Very respectfully yours,
DYSART CANNING CO., Per E. Pearson, Sec'y.

WRITE FOR CATALOGUE AND PRICES.

MORRAL BROS. ——ADDRESS—— MORRAL, OHIO.

large sums of money, that its affairs have been badly managed and that it is unable to pay its debts.

San Jose, Cal.—A compromise judgment was given W. A. Sears against the San Thomas Drying and Packing Co., by which he will receive full payment for one-third and $20 per ton for the balance of the fruit shipped by him. The defendant gave receipts for the goods as being O. K. when received, but later refused to accept the fruit on the ground that it was not up to standard of contract.

Washington, D. C.—The Interstate Commerce Commission in the case of the Erie Preserving Company against the Lake Shore and Michigan Southern Railway Company and others decided that the rate of 24½ cents per hundred pounds exacted by the carriers for the transportation of canned goods from Irving, N, Y., to Burlington, Vt., was unreasonable to the extent of 4 cents per hundred pounds. An order was entered establishing a rate of 20½ cents.

The factories in Upper New York, Wisconsin and Michigan are in full blast running on peas and pack promises to be a good one.

Wauseon, O.—The affairs of the Wauseon Canning Company are being closed up in Common Pleas Court after proving a losing venture to the stockholders. The company will pay not to exceed 25% on the dollar on its indebtedness.

J. M. Groe, Parkersburg, W. Va., has been granted a patent for an apparatus for holding and dispensing airtight canned goods.

The outlook for the tomato pack in the Middle West is not encouraging, according to reports from many sections.

Prairie Grove, Ark.—The Arkansas Canning Co., of Prairie Grove, Ark., started work last week.

Lost River, Ore.—J. D. Whitman is planning to establish a cannery on Lost River, Klamath county, Ore., for the packing of mullets. An earlier attempt by Whitman ended disastrously on account of floods. He is to make a second attempt, however, and should it be successful it will open up a new industry.

The corporation commission recently promulgated its order reducing rates on canned goods, and Oklahomans can from now on partake of the delightful Columbia River salmon (Askansas carp), cove oysters, French sardines, etc., with the full satisfaction of knowing that all the profit thereon does not go to the railroad companies for freight.

South Haven, Mich.—The receivers for the Dunkley Canning Company have been authorized by the court to borrow on receivers' certificates. not to exceed $20,000, for the purpose of continuing the business during the canning season. The petition asking for the receivers was signed by fifteen creditors, mostly farmers, and the total indebtedness is placed at $250,000.

Grand Rapids, Mich.—A visit is being paid to all of the canning factories in this county by a deputy pure food inspector, employed by the Indiana State Board of Health, it being his intention to see that some of the factories that have been looked upon as being unsanitary are made perfectly clean before the beginning of the packing season. All of the factories will be closely watched this year to see that they are operated according to the health rules.

With the arrival of new pack goods there is considerable complaint regarding the cases, some saying the boxes are not as good as usual. Packers will do well to keep an eye on this and at the same time consider the recklessness of the transportation companies. The boxes might be made stronger and the railroad companies more careful.

GREAT BARGAINS IN SECOND-HAND BOILERS.

One 15 h. p. Marine fire box boiler.
One 50 h. p. Marine fire box boiler.
One 75 h. p. Locomotive fire box boiler.
One 140 h. p. Marine fire box boiler.
One 66 in.x16 ft. Horz tubular boiler, complete.
Two 60 in.x 17 ft. Horz tubular boilers, complete.
Two 54x16 Horz tubular boilers, complete.
One 42x14 Horz tubular boiler, complete.
One 60x7 ft. High pressure tank.
One 36x6 Vertical boiler.

2-21-tf. PAGE BOILER CO., 14 to 18 Larrabee St., Chicago, Ill.

For Sale.—Bargains.

15—Merrell-Soule Process Kettles, may be used with either steam or hot water, each... ..... 35.00
2—Inclined Lever Ferracute Foot Presses, No. 222, each..... 30.00

IN GOOD CONDITION AND A BARGAIN.

4-17-tf Address, **SALE,** Care of THE TRADE.

GOVERNMENT INSPECTION will be welcomed by every CANNER of TOMATOES who is equipped with WESCOTT SANITARY MACHINERY.

WESCOTT CAROUSAL
"Hit of the Season."
Made-in-Bin and Table Styles
FOOL PROOF
To clean, turn on steam and dry

Geo. F. Wescott Co.
"The Labor Savers"
Buffalo, N. Y.

CROP CORRESPONDENCE.

Pack About Same As 1907.

LE ROY, N. Y., July 7. 1908.

THE TRADE: Presumably on account of the unfavorable weather conditions, the yield per acre in this section is on the decrease and this, coupled with the fact that the acreage is somewhat less than usual, force us to expect a yield below the normal. We are paying an advance on peas, also on corn shipped in, on cars. We are fixed all right on labor, it being plentiful this year, and we figure the crop will be about the same as 1907, less than usual. LE ROY CANNING CO.

Prospects Not As Good As Last Year.

DENTON, MD., July 7, 1908.

THE TRADE: Although the yield per acre may be decreasing slightly each year, the increased acreage holds the total yield about normal. We grow about half our crops and contract for the balance, growers asking $9.00 for tomatoes and corn and from 2 to 3 cents per pound for peas. We do not consider the general outlook as bright as it should be, and expect a pack slightly less than last year, although it still has time to pick up and may yet reach a normal size. There is a scarcity of good labor. G. T. REDDEN & Co.

Tomatoes Decreasing; Corn Increasing.

WHITEFORD, MD., July 1, 1908.

THE TRADE: Looking over corn, tomatoes and apples in this section, we are constrained to believe the pack of these articles this year will be somewhats maller than in previous years. The acreage of both corn and tomatoes is at least 33⅓% smaller, and notwithstanding the fact that prospects for the yield are now good, the average yield per acre of tomatoes has been decreasing and we do not expect to get more than two-thirds of a crop. Corn may do better, for the yield has been increasing. Growers are demanding $8.00 per ton contract. There is a scarcity of labor.

W. SCOTT WHITEFORD & SON.

Crop of Small Fruits Less.

DUNNSVILLE, VA., July 1, 1908.

THE TRADE: We pack small fruits, peaches, pears, apples and tomatoes, contracting for all, and from present outlook think the pack will be less than that of last year. The outlook generally is not as good as it should be in the way of yields, and since tomatoes are also a smaller acreage than usual, this crop will be still smaller. Cherries, gooseberries and blackberries are especially small crops. We are paying 22c. per bushel for tomatoes. Labor is scarce and we cannot get more than 50% of what we should like to have. J. E. KRIETE.

Tomato Prospects Very Good.

DAYTON, VA., July 3, 1908.

THE TRADE: When you take into consideration the fact that the acreage this season is about the same as usual and that tomatoes have been increasing their yield for the past several years, you can only conclude that the prospects for this article are good. Growers are asking about 25c. per bushel. We also pack beans, pumpkin, corn, apples and sweet potatoes and think the outlook quite favorable and the pack likely to be about normal. We are fixed pretty well on labor.

S. T. GLICK & BRO.

Pack Will Equal About 50 Per Cent. of Last's.

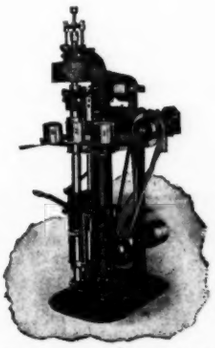
BELLINGHAM, WASH, July 5, 1908.

THE TRADE: Apples, pears, cherries, plums, rhubarb, blackberries, raspberries and string beans are packed in this section, and as the yield has been on the increase and this season's prospects good, we think we should have a good crop.

"BLISS"

CAN MAKING MACHINERY

SANITARY CANS —FOR— *PACKERS CANS*



"BLISS" AUTOMATIC DOUBLE SEAMER

Why not equip your plant with machinery of known excellence—"Bliss Machinery"—machinery that has been weighed in the balance and not found wanting. It covers every need of the can manufacturer. Let us go into the subject with you. We're always glad to answer questions.

E. W. BLISS COMPANY,

25 ADAMS STREET, BROOKLYN, N. Y.

However, this season's pack will not amount to more than 50% of last year's, for the reason that several canneries will not operate this year. The labor situation is all right and we have plenty. All goods are contracted for, principally by the ton.

J. Broder & Son.

CALIFORNIA MARKET.

Market Conditions—Outlook on Spot and Future Goods—News Interests of the West.

San Francisco, July 3, 1908.

The outcome of California's fruit output (season 1908) appears to indicate that all our monthly reports afforded a comprehensive forecast of the situation, and we are pleased to say that the trade generally has appreciated these reports, judging from the many commendatory letters we have received. These letters have been sent out without regard to our personal desires or views, but as a correct statement of the situation as we saw it.

The packing of fruits for 1908 is now vigorously being carried on. The pack of Cherries is about finished, and has been remarkably clean and free from blemishes of any kind, but as indicated in previous letters, it has been unusually small. This was caused by the quantity of fruit on the trees. The result is that there will be a shortage in the higher grade goods, such as Extras and Extra Standards. and they will average smaller in size than in previous years. The crop from the later sections around the Bay, Santa Clara County and Alameda County, is unusually heavy, but large Apricots will be short In addition to this, the crop in these latter sections is not as clean and free from blemishes as has been the case in the earlier sections. It can, therefore, safely be predicted that there will be no surplus pack of Extras or Extra Standards. If there is any surplus it will go into the lower grades, such as Seconds and Water goods, but as these grades are being sold at very low prices, there will undoubtedly be a clean-up.

It is too early to definitely predict the pack of other fruits, but from the present outlook the same conditions will prevail on Bartlett Pears and Peaches of all varieties, as on Apricots and Cherries; while there is likely to be a heavy crop, it will be small in size, and the quantity of canned goods of the higher grades. viz.: Extras and Extra Standards, will not be more than sufficient to supply the ordinary demand, with a possible shortage. This result has been brought about in two ways, first, the failure to thin the trees on the part of many orchardists; second, by the unusual drought that prevailed during the spring months.

Since last writing, opening prices have been named by all the leading packers. These prices have been on a much lower basis than in previous years, but in this country buying has been very conservative and is likely to continue so. In England, owing to the drop in prices, the demand has been considerably heavier than in previous years. We do not look for any unusually heavy buying in the United States, it undoubtedly being the policy of all the large buyers to purchase for their actual requirements only, and thereby force the packer to carry the goods. This was predicted by us in our report of some months ago. We believe, however, that the buying will be more continuous than in previous years, but it will be a heavy load for for the packers to carry, and it will depend upon their financial backing whether they will be in a position to do this.

We confidently predict an advance before very long in the price of some of the high grades in California Canned Fruits, caused by the conditions mentioned above, and we look for a steady trade which will take all the low grade goods that can be packed at low prices. Some canners, who in their anxiety to sell are cutting prices, may find themselves in a dilemma later on, in their capacity to furnish the higher grades, for their quality will be scrutinized very carefully, and if it does not come up to the season's average in size, they may have to make big allowances when the goods reach their destination.

California Canneries Co.

BE CAREFUL

This year to make no losses through errors or inexperience. You will have to figure carefully to come out ahead, and there is nothing that will help you so much in this way as

A Complete Course in Canning

As its name indicates it gives you every pointer you need in the packing house; and it costs but $5.00. It is the only book of its kind in existance. Send for it now.

THE TRADE

304-305 Md. Savings Bank Building. *BALTIMORE, MD.*

GIVE THE TOMATO A CHANCE!

Pack your Tomatoes in the Tomato Can made for Tomatoes.

Adapt the OPENING to the size of the TOMATO, Not the TOMATO to the size of the OPENING.

Pack WHOLE TOMATOES, not CRUSHED FRUIT.

Sanitary Can Company,

Factories: Fairport, N. Y. Indianapolis, Ind. Bridgeton, N. J.

General Offices: FAIRPORT. N. Y.
New York Office: 447 W. FOURTEENTH ST.

Sanitary Can Company, Ltd.,
Niagara Falls, Ontario.

MAX AMS PATENTS.

THE TRADE.

PUBLISHED EVERY FRIDAY BY

THE TRADE COMPANY.

INCORPORATED.

E. S. JUDGE, - - - - - - President and Managing Editor.
A. F. JUDGE, - - - - - - Secty.-Treas., Asst. Editor.

304-5 Maryland Savings Bank Building, Baltimore, Md.

THE TRADE is the *only* paper published exclusively in the interest of the *Canned Goods Packers* of the United States and Canada. Established in 1878.

TERMS OF SUBSCRIPTION.

Payable in advance on receipt of bill.

One year,	$2.00
Six months,	$1.00
Foreign,	$4.00
Canada,	$3.00

ADVERTISING RATES.—According to space and location.
Make all Drafts or Money Orders payable to THE TRADE CO.
Address all communications to THE TRADE CO., Baltimore, Md.

Notices of *Hands Wanted* or *Situations Wanted* will be inserted free for paid annual subscribers; other parties will be charged $2.00 per inch per insertion, $5.00 per month.

Packers are invited and requested to use the columns of THE TRADE for inquiries and discussions on all matters among themselves pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. E. S. JUDGE, Managing Editor.

Entered at the Postoffice, Baltimore, Md., as second-class mail matter.

BALTIMORE, FRIDAY, JULY 10, 1908.

EDITORIAL JOTTINGS.

Great bodies move slowly—and perhaps that is why canned goods packers are not making a rush to advertise their goods.

This is a big proposition to the industry, we know, because it is an entirely new one; but let everyone make up his mind to do his mite towards getting the ball rolling.

Some packers, who since the beginning of their business have conducted their factories for jobbers, actually merely dependents, though they thought they were free business men—have not grown accustomed to the sudden light, and they must be given time to get their eyes open after being drawn from the darkness.

We are not the only ones struck by the neglect of canners to take advantage of their opportunity. Anyone traveling through the country can find finely constructed cannery buildings, possibly equipped with the latest modern machinery and covering an extensive area, but unless he knows a cannery when he sees it, he would never know the buildings constituted a modern cannery, and will find little or no evidence of whose cannery it is, or what goods or brands of goods are packed there.

They are in almost every instance located alongside of the railroad, where thousands of people pass every day. The walls and roofs afford the best kind of sign boards to tell this passing throng whose cannery it is, whether it is modern, clean and sanitary, and the name of the brands under which the goods may be found on grocer's shelves; but all these walls, and roofs, and buildings are as innocent of any external sign of inward grace, as an unlabeled can.

Are the canners ashamed of their business; are they ashamed to tell the world of their goods and too modest to boast of the value they put in every can? Or are they not yet awake to modern commercial methods?

They see the great advertisers of the business world spending millions of dollars erecting sign boards in the fields bordering the railroads; they view the painters daring act in placing his story on the bare side of a towering crag, they see farmers' barns and outhouses painted without cost to the farmers, in order to get the story of some patent medicine before the eyes of the world; but they never think of using their own natural sign boards—the best advertising spaces of them all.

We did see one exception to this on a recent trip through New York State. The Beech Nut Packing Co. had blazoned on a sign board "Eat Beech Nut," and immediately adjoining it was another sign, reading "Use Sozodont for the Teeth." And as if to follow up the good work, a third sign said "Use Carter's Little Liver Pills." It is said that such good effort in the first instance should be followed by such advice and apparent hints of doubt; but it also shows a two to one preponderance of other goods offered to the public than food products—the best form of food man was ever offered.

We might be criticized for wanting to turn the canning factories into bill boards; but criticize as much as you please, we wish they were and hope they will be, for when such is the case, we will find consumers able to go into a grocery store and call for a can of goods by its brand name, and observe them make a careful inspection of the can to see that it is the brand and that the packer's name is right; and we will see four cans of good bought then where one is bought to-day.

The consumers must be tought more about canned goods; it is absolutely necessary if the consumption is to be increased, for when they know more about the goods, there will be none of that public prejudice against them, which today is colossal in size.

It is all well enough to say—"pack better goods—and consumption will be increased," and as necessary as that is—vitally so; it is not sufficient. You cannot get a prejudiced person to try canned goods, no matter how good they are. You have first to destroy that prejudice. Better goods forms but a part of the work—necessary it is true—but only a part. There are plenty of good goods, excellent goods going begging on the market today; and such would not be the case if the public had entire confidence in canned goods—if they knew them. Do you think canned apples would have gone begging last winter if the people knew they were clean, ready to use and far more economical than the barrel stock? Do you think preserved strawberries in cans would have fallen in price as they did, if people knew such goods can be bought in tin and are actually cheaper than can be put up at home? We don't. We could take the whole list and show a great neglect on the part of the consuming public towards really good goods—all due to a lack of knowledge on the part of the consumer.

And if the canner is not interested enough to help inform the public—not far sighted enough to use his own unequalled advertising space to display his business to the millions of travelers who pass his factory, pray who should be?

So far it has been the jobber who has had to push canned goods, or else they were thrown on the world helpless and handicapped to make their own way; and it is really wonderful how well they have done so.

If ever there was a year to make such a good resolution and to carry it out, it certainly is the year 1908. Pack the goods rightly; label them properly—sensibly, and tell the world how good they are, and you will never know a dull season.

SOME PURE FOOD DON'TS.

In order to keep the Pure Food Law well in front of all canners, so that they will not be caught in ignorance of the law and it's requirements, we give here a few general pointers, as it were, covering the most likely occasions of falls. These are not all; but some worth remembering.

Don't—use rotten or decaying stuff for canning.
Don't—use fillers, sacharine or bleaches.
Don't—put sugar in peas without saying so on the label.
Don't—put sugar in corn without saying so on the label.
Don't—use colors, unless they are certified and their use is stated on the label.
Don't—be alarmed about your label, all the law asks is TRUTH.
Don't—use a fictitious name on the label.
Don't—label goods packed in water "in syrup".
Don't—call Kiefer, "Bartlett" pears.
Don't—say "pork and beans" if there is no pork in them.
Don't—claim a higher degree of syrup than used.
Don't—run a jobbers label on your goods unless it reads "packed for", "distributed by" or "distributors".
Don't—forget you are putting up food for human beings.
Don't—forget an inspector may drop in at any moment to see what kind of stuff is being canned, and to examine into the sanitary conditions.
Don't—forget that sanitary conditions count.
Don't—have stagnant pools of slop and water about the factory.
Don't—have heaps of refuse rotting at the door to polute the whole air of the neighborhood.
Don't—have the floors deep with spilled tomatoes, fruits, etc.
Don't—pile tomato skins and cores on the floor, like garbage, before running through the pulper.
Don't—be content with having the floors, tables, machinery, etc., clean after working hours. It is during working hours that counts.
Don't—be satisfied with washing out everything after work—and have the factory sloppy and dirty during the work.
Don't—be afraid of plenty of air and light, and whitewash (at least) on walls and ceiling.
Don't—fail to have sanitary, clean closets, located away from the peeling shed or canning room.
Don't—fail to have wash troughs for the workers—and towels.
Don't—be afraid to make all use them.
Don't—employ hands suffering with tuberculosis—consumption.
Don't—allow anyone to work with running sores on the hands.
Don't—think the law is not being enforced. There are possibly 100 inspectors, scattered all over the Country to catch you.
Don't—think because they have been lenient in the past, they will be so in the future. They won't.
Don't—think the law is oppressive; it is the best thing that ever happened for you and the business.

And let us add one more piece of advice: though it may not be stated in the law—FILL YOUR CANS, or to continue the above form

Don't—pack "slack filled" goods.

If this is not based on the Pure Food Law, it is based on the law of good business.

FOR SALE.

COMPLETE CANNING FACTORY, Machinery, Stock, Good-Will, Building and everything pertaining to the business; owner retiring; nothing separately; must be in one sale. Address FACTORY c/o THE TRADE. 7-10-08-tf

Your Labels Cannot Discolor If Applied with The Burt Labeler

THE MODEL "A"

applies labels with a heated waterproof cement, the only sure preventive of discoloration—that is why it has been adopted by a majority of prominent canners.

There are also several other types of BURT LABELERS, designed to meet most any requirements—adjustable and for one size cans.

It will pay to get particulars of these Time and Money Savers—state size of cans and probable output.

BURT MACHINE COMPANY, *LABELING & WRAPPING MACHINE SPECIALISTS* ***Baltimore.***

IN WRITING ADVERTISERS. KINDLY MENTION THE TRADE.

NEW YORK MARKET.

NEW YORK, July 8.—Trade in canned goods during the week just passed has been one of hesitancy on some varieties because of the excessive heat during a portion of the time. New York is not a good place to do business when it is sweltering under a broiling sun, with the mercury registering 90 or more in the shade. Under these conditions all business suffers to some extent and sales have declined in the canned goods trade because of this. There are plenty of inquiries and the situation is no worse. It has simply stopped because of the weather conditions, a not unusual thing at this season of the year.

Tomatoes.—The market is a shade easier, due in part to the stronger desire on the part of sellers to move goods. Sales were noted during the week at 72½c. for full standard Maryland 3s, regular terms, f. o. b. factory, but most offerings are quoted at 75c. f. o. b. factory. A few packers quote up to 77½c., regular, on full standards, but that is virtually a withdrawal from the market. A little interest is noted in gallons, and offerings in standards are quoted at $2.15 to $2.20 delivered for season's delivery. Old gallons are offered at $2.00 f. o. b. factory. Reports from the South, which have reached here during the past week, indicate that the long spell of hot, dry weather has affected the prospects of the coming pack to some extent in a number of important sections. Buyers here pay little attention to these reports, knowing full well that there is ample time between now and the end of the pack to make good any deficiency which may exist now. These early reports of dry-weather damage exert comparatively little influence upon trade.

Corn.—The market is quiet. Little interest is shown in future Southern Maine style pack at 55c. regular terms f. o. b. factory. The outlook for the State pack has improved and is now good. Other varieties have not been reported upon.

Beans.—Southern strings offer freely at 47½c. regular f. o. b. factory on Southern pack, but the market is dull. State string beans are little firmer, with sales of No. 1s for future delivery noted at $1.75 here. Other grades are unchanged.

Salmon.—The market is firm, but rather quiet, with sales of red Alaska talls reported at $1.42½ and up. Some are holding their goods as high as $1.50, which is virtually withdrawing from the market. More interest is noted in spot chinook salmon as quoted. Coast offerings are not freely made in any quarter. The market is quiet on spot pink salmon, with 87½c. possible on small lots. Up to 90c. here is quoted. Sockeye halves are steady. A fair consumptive demand is noted in all offerings of salmon.

Sardines.—The market is firm under light stocks and a continued small pack in all packing quarters. Packers are said to have accumulated a good many orders. Reports from France indicate some improvement in the catch and pack there.

Fruits.—Local jobbers are showing no more than a passing interest in all varieties of canned fruits. The market is easy and irregular on future California fruits, and jobbers here appear in no haste to book orders in view of the weakness shown in selling quarters on cherries, peaches and apricots. Some buying has been done in a small way on both peaches and apricots, but prices are made favorable to the buyer in nearly all instances. A little business for local account is noted in Southern peaches, with pies and seconds attracting most attention. Sales of pies are noted in unpeeled No. 3s at 75c. f. o. b. Baltimore and in gallon pies at $2.20 f. o. b. Baltimore. Seconds yellows No. 2s offer at 75c. delivered and seconds No. 3s at $1.05 delivered.

Berries.—A little business has been done in gallon blackberries at $3.55. Blueberries can be bought at $4.60 delivered.

Pineapples.—The market is dull and quotations are nominal. Not much business is reported in any grade.

Apples.—Gallons are easy and irregular, with sales made in a small way only and in such quantities only as are required for daily use.

HUDSON.

CANNING MACHINERY

King Tomato Fillers.

COMPLETE OUTFITS FURNISHED.

A. K. ROBINS & CO.

(S. M. SINDALL.)

726 E. PRATT ST., BALTIMORE, MD.

CHANGE OF ADDRESS

Having disposed of our warehouse at Port Hope, we have closed our offices there, and are now located at **No. 413 Board of Trade Building, Toronto, Ont.,** at which address we shall be pleased to hear from you frequently.

Hogg & Lytle, Limited

SEED GROWERS

Branch at PORT HURON, MICHIGAN.

CLIMAX

Sanitary Tomato Handling MACHINERY

Elevate your skins and cores, or pulp stock with a Sanitary Elevator.

No slopping or choking.

Climax Machinery Co.

Indianapolis, Indiana.

The Truth About Canned Goods.

The following, taken from *The New York Journal of Commerce*, will prove interesting, we think, although the possibility of a Dating Law is now passed and the subject dead, we hope, for all time—dead, to stay dead—and not mourned by any broad-thinking, fairminded persons we have the pleasure to know:

"It cannot be denied that people are occasionally poisoned by eating canned goods, but there is absolutely no evidence that it was because the goods were 'stale' or 'ancient.' They would probably have caused the same effects if eaten the day after the can was sealed. In the very nature of the canning process, if goods are properly processed at the outset and keep even a week, they will keep for years and be as good when opened as when put up. It will be recalled that about a year ago J. L. Callahan, of this city, put this question to a severe test before a jury of experts, whom he invited to his office and served a luncheon of canned soups, vegetables, meats and other viands. In each course were goods less than a season old and others, exactly similar, several years—in one case 15 years—old on the grocer's shelves. Yet when the goods, identified only by numbers, were eaten the old goods won the verdict in more cases than the new.

"It may be that one may prefer newly processed canned goods to those known to be old, but it is a preference born of ignorance and forms the very ground on which the grocer bases his objection to a dating law. If the public knew, as the trade does, that goods well processed and free from leaks are as sound after many years as after as many hours, there would be no objection to, nor any call for a dating law. Canned goods, kept dry, free from rust that eats through the can, or any injury which will admit the air, do not deteriorate. It is inevitable that the grocer must carry some stock for a number of years, and if it bore the date it was packed, his stock would be constantly out of date, causing him immense loss and making unmerchantable a deal of perfectly sound and wholesome pure food. No customer would buy goods dated two years or more if he could buy stock bearing a new label. Wherefore the dating law would operate as a constant confiscation of the grocer's stock, to serve a fad which is neither scientific, sensible nor true. It is on such vital grounds as these that the grocer opposes dating laws.

"It may be that 'the consumers have a right to know that the articles they pay for are as represented, and the date on the package will assist in giving them that information,' but till the consumer has sound and reasonable information as his basis of judgment, his 'right to know' ought to be treated with a certain amount of caution. The grocer has troubles enough already without making him label his goods in a way which would scare timid customers from buying them and at the behest of a thory which would have nothing but misapprehension to support it."

Maps of Oyster Beds.

The Shellfish Commission is in receipt of maps and plats showing the productive crab, clam and oyster bottoms, as well as the barren bottoms, in the waters of Somerset county, Md. The maps were prepared by Engineer Swepson Earl, of the Shellfish Commission, assisted by Capt. Colt Yates, of the United States Coast and Geodetic Survey, and O. H. Tillman.

Mr. B. K. Green, of the Shellfish Commission, has taken a copy of the maps and plats to Princess Anne, where they will be filed. In Somerset county there are 32,000 acres of crab bottoms and clam beds and 27,000 acres of oyster bottoms. With the filing of the maps the unproductive bottoms will be open to lease for oyster culture.

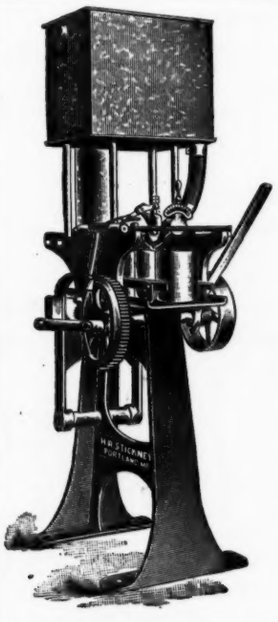
Calvert County, Md., Wants Better Service.

Farmers and Fruit Growers Declare They Will Lose Money.

PRINCE FREDERICK, MD.—The patrons and shippers from points on the Bay and Patuxent River held a largely attended meeting at Port Republic, Calvert county, to protest against the schedule that went into effect on the Patuxent River Line of the Maryland, Delaware and Virginia Railway Company. The people of the county are indignant over the present boat service on the Western Shore of the Chesapeake Bay to and from Baltimore.

The farmers and fruit growers along the Bay will lose hundreds of dollars the present season, they claim, unless a different and better service is rendered. The shippers are thoroughly incensed over what they consider unfair treatment by the railway company in the matter of adequate steamer service, and unless they are given proper facilities for shipping their produce to Baltimore, they will endeavor at once to take steps to secure other service that will give the desired relief.

Resolutions were passed condemning the present management and asking for better service.



STICKNEY SYRUPING MACHINE $125.00

Instantly adjustable while running. Will handle one, two or three pound cans, and do perfect work. . . .

CONDENSED MILK FILLER

Standard machine of its class, in use by all the largest concerns. . . . .

SPECIAL FILLING MACHINES for any purpose or capacity. EVAPORATED CREAM, BAKED BEANS, FATS, OILS, MUSTARDS, etc., in round or square cans or glass jars.

HENRY R. STICKNEY

PORTLAND, MAINE, U. S. A.

SPECIAL AGENT

SPRAGUE CANNING MACHINERY COMPANY,

FOR

NEW ENGLAND STATES.

Latest Kraut Cutter

German Design-IMPROVED-A PERFECT SUCCESS

GERMAN PATTERN KRAUT CUTTER

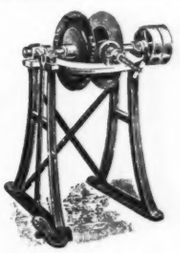
With hard tempered knives Sharp as a razor.

Adjustable.

Twelve cutters run last season without touching the knives.

Write us about our latest Core Cutter, also Vegetable and Mince Meat Choppers.

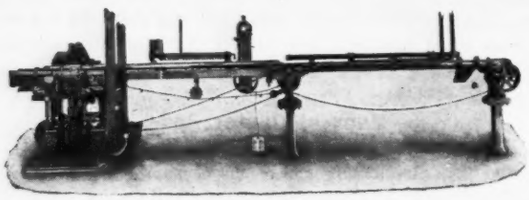
GET OUR PRICES.



CORE CUTTER

John E. Smith's Sons Co.

BUFFALO, N. Y.



STILES-MORSE COMPANY

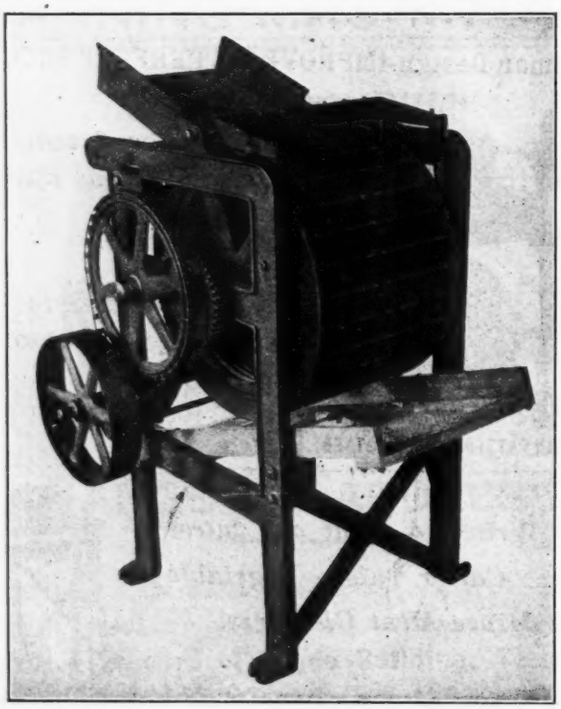
CHICAGO, ILL.

can furnish everything required for a Modern, Up-to-Date, High Speed, Economical Plant for Packers' cans.

If you contemplate making improvements in your present equipment or erecting a new plant, be sure to get their proposition.

Their "STEWART" Machinery, which produces cans without solder or flux on the inside of the can, will interest you.

LEWIS IMPROVED STRING BEAN CUTTER



Are you in the market for a Bean Cutter? If so, why not have the best, it costs no more, note the heavy iron construction, adds life to the machine, knives held down by springs, allows sticks or nails to pass under same, without damage to machine, been used by the leading canners the last eight years, giving excellent satisfaction. Pat. May 14, 1901.

We also build Can Crimpers, Testers and Pineapple Peeliug Machines.

E. J. LEWIS, MIDDLEPORT, N. Y.

SPECIAL BARGAINS.

2 Hemingway 40x72 Retorts with complete equipment.
1 Burnham Double Filler Corn Cooker.
1 Merrell-Soule Upright Corn Cooker.

8 Sprague Corn Cutters, 1893 Model, right and left.
3 Sprague Corn Cutters, latest Model, right.

3 Merrell-Soule Silkers.
1 Invincible Three-shoe String Bean Grader.

1 Stevens Belt Power Tomato Filler.
1 Stevens Foot Power Tomato Filler.

1 Climax Capper.
1 Burt Wiping Machine.

3 Knapp Labelers for No. 2 cans.
1 National Label Cutter.

2 Springfield Gas Carburettors.
1 Lockwood Gas Carburettor.
Blowers, Air Pumps, Fire Arrestors.

1 Baker Single Steel Capping Machine.
1 Monitor No. 6 Pea Grader, latest pattern.
1 Auto Tipper.

Lewis' complete outfit for making No. 2 cans, never used.
1 Crosby Lock Seamer, equipped for No. 2 and No. 3 standard cans.
1 Crosby Header for No. 2 standard cans.
1 Crosby Rotary Crimper for No. 2 and No. 3 cans;
1 Crosby Rotary Crimper for No. 2 and Gallon cans.
1 Utica Industrial Co. Header for No. 2 and Jersey No. 3 cans.
2 McDonald Testers for sizes up to gallons.
1 Bliss No. 3 Press for gangs of dies.
1 Rotary Resin Pulverizer.
1 Fay & Scott End Soldering Machine.
1 Ames Horizontal Tubular full front Boiler, 60 in. diameter, eighty-two 3in. x 12ft. flues. Dome 24in.x32in. Man-hole in foiler front; complete with all fittings.
1 Phoenix Foundry full front Horizontal Tubular Boiler, 54 in. diameter. Sixty-four tubes 3in.x14ft., man-hole in top. Dome 30in.x32in. Complete with all necessary fittings.
1 Erie City Iron Works 48 H. P. Economic Portable Boiler with all necessary fittings.
1 Water Bottom 6 H. P. Portable Boiler with fittings.
3 Stacks No. 10 Iron, 38 in. diameter, 50 ft. long.
1 Stack No. 10 Iron, 30 in. diameter, 40 in. long.
1 Wheelock Corliss Engine; Cylinder 20x48; Fly wheel 14 ft. diameter; Face 25 in.
1 Land 18 in. Blower, 5 in. outlet. Two pulleys 3x3.

All above are in First Class Condition, Prices and Terms on Application.

S. F. SHERMAN, - UTICA, N. Y.

FOR SALE.

One No. 1 Triumph Power Tomato Scalder. One Jersey Queen Tomato Filler. Two Model M Cutters. One Bucklin Cyclone Pulp Machine. Guaranteed in strictly first-class condition. For all practical purposes as good as new. Address,

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FOR SALE.

One HAWKINS CAPPING MACHINE, in good condition.

Address GREENABAUM BROS.,

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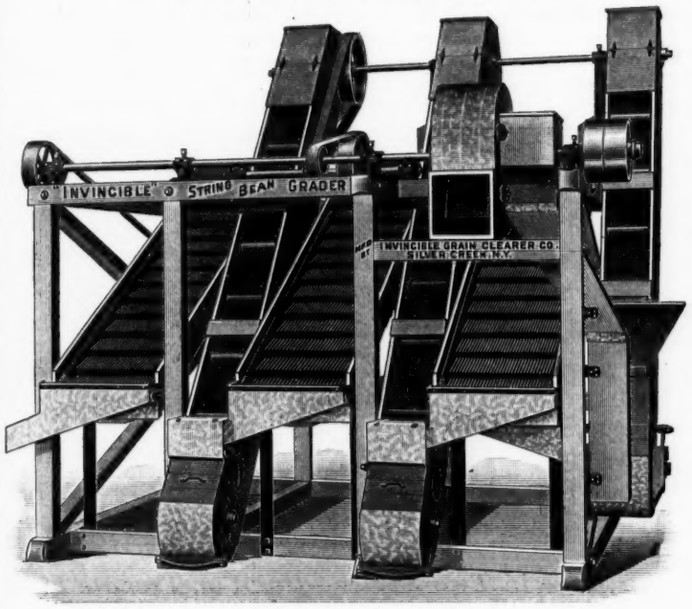
THE MACHINE THAT HAS PROVEN ITSELF IN MANY FACTORIES.

The INVINCIBLE String Bean Grader.



If you have familiarized yourself with the string bean business, you have necessarily become familiar with this machine. Because it is used in a large majority of the factories putting up string beans and is looked upon as the leading grader on the market.

Gives you your various grades, each complete in itself, each accurate and each containing all the beans of that size. Makes the larger number of fancies—where the largest price is and your canned grades an air of destinction because they are uniform in size.

WRITE US.

Invincible Grain Cleaner Company. Silver Creek, N. Y.

A list of Users furnished on application.

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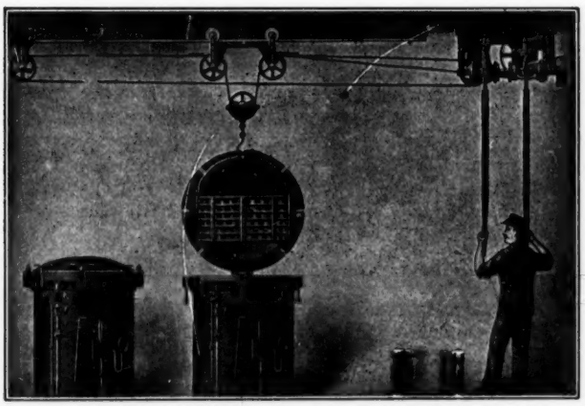
BEST HOIST EVER BUILT.



Friction Clutches Throughout.
Sure Limit Stops. Greatest Daily Capacity.
MOST DURABLE.
No Hard Work For Operator.

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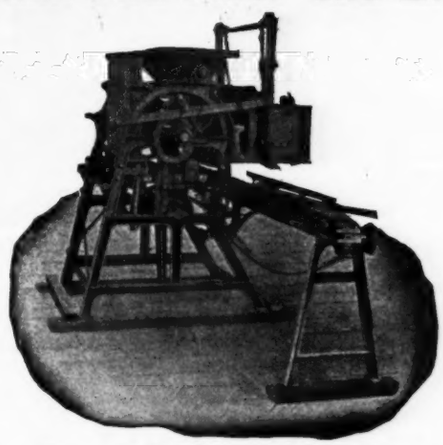
We are Specialists in Hoisting Machinery.

Manufacturers of the Strictly High Grade Nickel-Steel "MARYLAND" AUTOMOBILE.

Bucklin Pea Filler and Briner



The Sinclair-Scott Co.,
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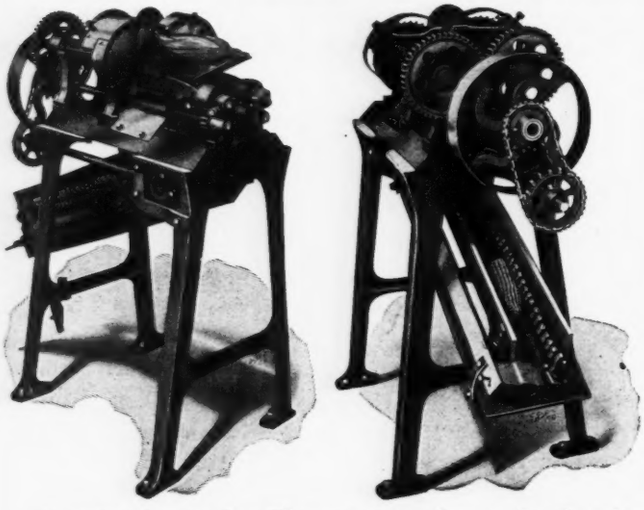
THE GORMLEY PATENT GREEN CORN HUSKER



We take pleasure in calling your attention to the Gormley Patent Green Corn Husker. It is a winner, and a necessity to any Corn Packing Factory. Simple in construction, substantially built, not liable to get out of order. Will husk and silk over one ton of green corn an hour, and clean enough to go direct to corn-cutting machines.

This machine is fully covered by United States Letters Patent. Price and terms on application.

MANUFACTURED and SOLD BY

WINTERS & PROPHET,

MOUNT MORRIS, N. Y.

Gang Slitting Machine,

Hand Feed.

The IMPROVED GANG SLITTING MACHINE we illustrate below is designed for the manufacturers of Cans and other articles made of light Sheet Metal, Paper or Card Board, requiring uniform rectangular blanks. It will cut sheets 30 inches in width, and as many cutters may be used on the shaft as the space will permit.

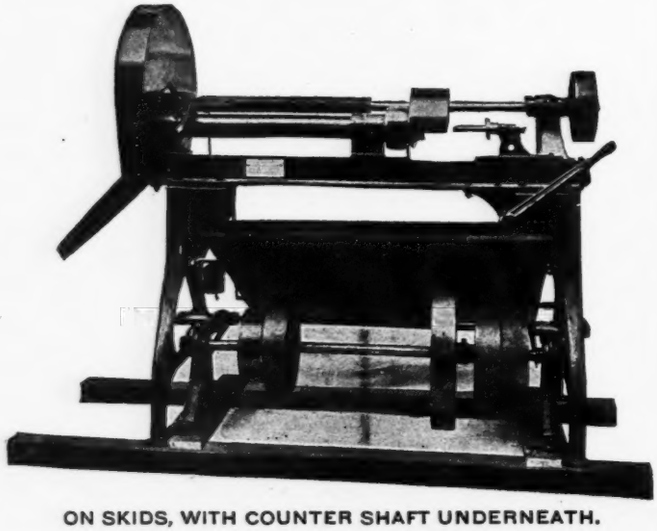
Made in Two Styles—Hand or Treadle Feed.

THE JOHN R. MITCHELL COMPANY

Canning and Canmaking Machinery,

Foot of Washington St.. Baltimore, Md., U. S. A.

Zastrow's Patent Pineapple Sizer and Slicing Machine.



ON SKIDS, WITH COUNTER SHAFT UNDERNEATH.

This machine has been in use for years; and has proven a perfect success. It not only does more work than any other machine of its kind in use, but turns out a better and more marketable article. It sizes the pine to the required diameter to suit the can, and slices it to any desired thickness. By inserting set of small knives, it will segment the slice and produce what is termed cocktail pines. Each machine is furnished with a counter shaft.

Used by the principal packers of the United States, Canada, Mexico, Bahama Islands, Hawaiian Islands, Porto Rico, Australia, Africa, etc.

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Canners Exchange offers Insurance to subscribers at actual cost. Based on statistics, it will save at least 50 per cent of your insurance expense. Our **Cash Assets** are double the cash assets of regular stock companies in proportion to amount of business done and in addition we have sufficient individual liability te take care of any loss.

The strength of our Policy cannot be questioned. Many of the leading canners of the United States are interested with us and our list of subscribers is rapidly increasing. This is a matter of vital importance to every Canner, and investigation should not be delayed.

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CANNING MACHINERY

All in good condition

1-45 H. P. Boiler, horizontal, tubelar returned, complete except whistle and injector.....$150.00
1-6 H. P. Engine, verticle, excellant condition 55.00
1 Coxe's 12 Steel Hand Capping Machine with 30 trays and 30 rollers and bearings..... 95.00
1 Stevenson Power Tomatoe Filler, for 2 and 3 lb. cans, in good condition..... 50.00
1 Ayar's Topper and Wiping Machine, complete 60.00
1-3 Bbl. Gas Machine with blower and countershaft, good as new..... 45.00
1. Cyclone pulp machine, rebuilt..... 35.00
Also 200,000 2 lb. Tomato Labels, old established brand, price 30c per thousand. Samples sent upon request.....

A part of this machinery only used one season, and the balance three short seasons. All good as new.

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Please notice our large and overhauled and guaranteed stock of Boilers, Engines, Pumps, all types and sizes. Large lot of good 2 inch Tubes and Wrought Iron Pipe, sizes one inch and larger; all at prices to suit the times. MALLORY MACHINERY CO., 310 S. Charles Street, Baltimore, Md. 4-17-3m

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Thermometers,
Pea Blancher Regulators,
Corn Cooker Regulators,
Process Kettle Regulators.

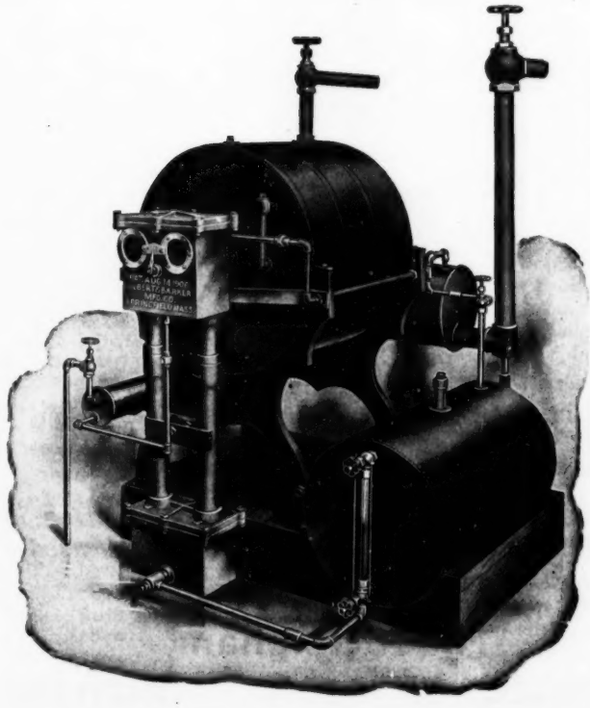
Write Us For Information and Prices.

The Hohmann & Maurer Mfg. Co.

ROCHESTER, N. Y.

SPRINGFIELD VAPORIZING FUEL GAS MACHINE,

SOMETHING NEW AND INTERESTING TO PACKERS. GAS AT ONE-HALF COST OF YOUR PRESENT SYSTEM.



This Machine is designed to produce fuel gas from crude distillates or common stove gasoline which can be had from tank wagon and corner grocery stores, 5 gallons of which is equal in heat units to 6 gallons of the high grade used in the old underground systems. The difference in the prices of these two grades of gasoline is exactly the saving effected, saying nothing about the trouble, annoyance and loss by evaporation of obtaining the higher grades for your present systems.

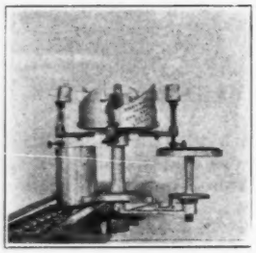
This Machine produces any mixture of gas and air required and will retain the same constantly until the last drop of gasoline is gone regardless of variable consumption or atmospheric changes.

These mixtures are determined by adjusting the little pointer between the spectacles on front of machine and can be adjusted to use from 1 to 6 gallons of gasoline to every 1,000 feet of air. The best results are obtained from 2 gallons of gasoline to the 1,000 feet of air which produces a fuel gas of intense heat, and when using Welsbach mantels produces an illumination almost equal to an electric arc light. Let us know the amount of gasoline you are now using in your present system per day, and we will be glad to make a price for machines of equal capacity which are guaranteed to give you better results.

GEO. E. LOCKWOOD CO.,

308 Chestnut Street, - - PHILADELPHIA.

THE PERFECT AUTOMATIC CAN STAMPER
1908 MODEL



Adjustable to various sizes of cans.
Brand quickly and inexpensively changed.
Thoroughly tried-out season of 1907.

IN USE BY THE FOLLOWING NEW YORK STATE PACKERS:
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Perfect Automatic Can Stamper Co. Le Roy, N. Y.

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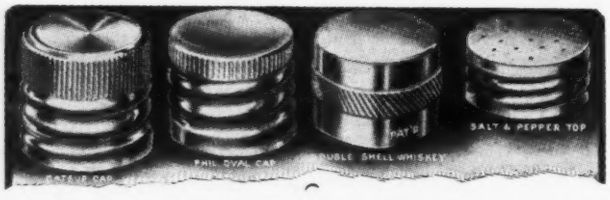
THE OLD DOMINION CAN CO.
TROUTVILLE, VA.
Manufacturers of Fruit and Vegetable Cans.
NO BETTER CANS MADE.
Our location gives us advantageous freight rates to most points.

"FERRACUTE"

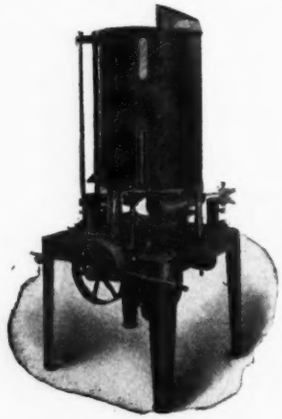
CANMAKER'S OUTFITS



We manufacture a full line of Fine Silvered and Plain Screw Caps for Catsup Bottles, Whiskey Flasks, Pepper and Salt Seller Tops, Mason Jar Caps and Jelly Jar Covers. Samples and prices on application.

BERNARDIN BOTTLE CAP CO.
Evansville, - - - - - - Ind.

Canning Machinery of all Kinds
Including the Celebrated
Queen Anne Cooker.



SIMPLE—Light Running—Easy to Clean—None Better.

Send For Description, Terms, Etc.

I have some great bargains to offer in machinery of every description—little used—practically as good as new.

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and Those who Sell Them

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See Canners' Supplies.

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PEA CLEANERS.
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Huntley Mfg. Co., Silver Creek, N. Y.
Geo. F. Wescott Co. Buffalo, N. Y.
Invincible Grain Cleaner Co., Silver Creek, N. Y.

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Huntley Mfg. Co., Silver Creek, N. Y.
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Judge Machine Co. Baltimore-San Francisco.

PIG LEAD AND TIN.
E. M. Lang & Co., Portland.
A. Schultz & Co., Baltimore.

PRESSES, DIES, ETC.
E. W. Bliss Co., Brooklyn, N. Y.
John R. Mitchell Co., Baltimore.
Slaysman & Co., Baltimore.
Stevenson & Co., Baltimore.
Stiles-Morse Co., Chicago, Ill.
Ferracute Machine Co., Bridgeton, N. J.

PINEAPPLE MACHINERY.
E. J. Lewis, Middleport, N. Y.
The John R. Mitchell Co., Baltimore.
Sinclair Scott Co. Baltimore.
Stevenson & Co., Baltimore.
Geo. W. Zastrow, Baltimore.

PROCESS KETTLES.
See Kettles, process.

PULP MACHINES.
S. Howes Co., Silver Creek, N. Y.
Sinclair Scott Co., Baltimore.

RETORTS.
See Kettles, process.

REVOLVING SCREENS.
H. Cottingham, Baltimore.
Huntley Mfg. Co., Silver Creek, N. Y.
Sinclair Scott Co., Baltimore.

SANITARY CANS.
American Can Co., New York-Baltimore-Chicago.
Sanitary Can Co., Fairport, N. Y. Indianapolis-Bridgeton
L. & J. A. Steward, Rutland, Vt.

Sanitary Can Making Machinery.
E. W. Bliss Co., Brooklyn, N. Y.
Max Ams Machine Co., Mt. Vernon, N. Y.
L. & J. A. Steward, Rutland, Vt.

SCRAP TIN.
Ammidon & Co., Baltimore.

SIEVES AND SCREENS.
S. Howes Co., Silver Creek, N. Y.
Huntley Mfg. Co., Silver Creek, N. Y.
Sinclair Scott Co., Baltimore.
Sprague Canning Machinery Co., Chicago.

Scalders, Tomato, Etc.
Ayars Machine Co., Salem, N. J.
Judge Machine Co. Baltimore-San Francisco.
Morral Bros., Morral, O
Edw. Renneburg & Son, Baltimore.
Sprague Canning Machinery Co., Chicago.

SEEDS.
Hogg & Lytle, Ltd., Port Hope, Can.
S. D. Woodruff & Sons, Orange, Conn.

SOLDER.
E. M. Lang & Co., Portland.
A. Schultz & Co., Baltimore.

SOLDERING FLUX.
The Grasselli Chemical Co., Cleveland.
Geo. E. Lockwood, Philadelphia.

Solder Applied Caps and Machines.
A. Schultz & Co., Baltimore.

Solder Hemmed Caps.
American Can Co., New York, Chicago, Baltimore, San Francisco.
Continental Can Co., Syracuse, Chicago.
E. M. Lang Co. Portland, Me.
Southern Can Co., Baltimore.

SOLDERING FURNACES.
J. S. Hull Mfg. Co., Baltimore.
Sprague Canning Machinery Co., Chicago.
A. R. Robins & Co., Baltimore.

SPIRAL CONVEYORS.
Jeffrey Mfg. Co., Columbus, O.

STEAM COILS.
Edw. Renneburg & Sons, Baltimore.
Sprague Canning Machinery Co., Chicago.
Geo. W. Zastrow, Baltimore.

STEELS, Capping.
See Capping Steels.

STENCILS.
See Canners' Supplies.

STRING BEAN MACHINERY.
S. Howes Co., Silver Creek, N. Y.
Huntley Mfg. Co., Silver Creek, N. Y.
Invincible Grain Cleaner Co., Silver Creek. N. Y.
E. J. Lewis, Middleport, N. Y.

SYRUPING MACHINES.
Ayars Machine Co., Salem, N. J.
Sinclair Scott Co., Baltimore.
Sprague Canning Machinery Co., Chicago.

TANKS, Iron.
See Kettles, process.

THERMOMETERS.
Hohman & Maurer Mfg. Co., Rochester

TIME CHECKS.
See Canners' Supplies.

TIN PLATE.
Pope Tin Plate Co., Pittsburg, Pa.

TOMATO FILLING MACHINES.
Ayars Machine Co., Salem, N. J.
H. Cottingham, Baltimore.
Sinclair Scott Co., Baltimore.
Sprague Canning Machinery Co., Chicago.

TO BUY OR SELL MACHINERY, ETC.
For Sale ad in The Trade. Baltimore.

TOPPING AND WIPING MACHINES.
Ayars Machine Co., Salem, N. J
Sinclair Scott Co., Baltimore.
Sprague Canning Machine Co., Chicago.

TRUCKS.
See Factory Trucks.

TUBS, PAILS AND PANS.
See Canners' Supplies.

WIPERS, Can.
Morral Bros., Morral, O.
Sprague Canning Machinery Co., Chicago.
Ayars Machine Co., Salem, N. J.

WIRE BASKETS.
See Canners' Supplies.

WIRE CLOTH, Canners.
See Pea Separators and Graders.

WRAPPING MACHINES.
Burt Machine Co., Baltimore.

ZINC, Perforated.
See Canners' Supplies.

BALTIMORE CANNED GOODS MARKET.

REPORTED BY BROKERS.

F. O. B. Baltimore. Country Goods, F. O. B. Cannery.

UNLABELED GOODS ABOUT 2½c. LESS.

APPLES.

	Cash.	Regular.
Standard 2s	$	40 50
" 3s Regular 3os	.....	55 60
" Gallons	.....	1 75 1 80

BAKED BEANS.

Number 1s	$	32½ 33
" 2s	.....	45 50
" 3s	.....	62½ 65

BEANS.

Green String 2s	$	47½ 50
" " 3s	.....	65 70
" " 10s	.....	2 00 2 10
White Wax 2s	.....	50 55
" " 3s	.....	65 70
" " 10s	.....	1 90 2 00
Refugee 2s	.....	1 00 1 10
" Extras, 2s	.....	1 15 1 20
Green Lima 2s	.....	..... 1 00
" " small 2s	.....	1 30 1 40

BERRIES.

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Strawberries	$	.....	80 .....
" Extra Fancy Preserved Strawberries.	.....	.....	1 40 .....
No. 1 Ex. Pres. Strawberries	.....	.....	85 .....
" 2 Standard Raspberries	.....	.....	....
" Ex. Pres. Red Raspberries	.....	.....	....
" Standard Blackberries	.....	.....	65 .....
" 3 " "	.....	.....	95 .....
" 2 Extra Blackberries	.....	.....	1 00 .....
" " Fancy "	.....	.....	95 1 20
" Standard Gooseberries	.....	.....	85 .....
" " Blueberries	.....	.....	....

T. J. MEEHAN & CO., Brokers, Baltimore.

Blackberries, 2s	$	New	65 70
" " Pres	.....	"	1 00 1 10
Blueberries, 2s	.....	"	85 90
Strawberries, 2s	.....	"	75 80
" Preserved 1s	.....	"	80 85
" " 2s	.....	"	..... 1 30
" Gallons	.....	"	..... 4 50
Gooseberries, 2s	.....	"	 80
Raspberries, Red 2s	.....	"	 90
" " " Preserved	.....	"	..... 1 30
" Black 2s	.....	"	 90
" " " Preserved	.....	"	..... 1 30

CORN.

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 2 Full Standard, Shoepeg	$	.....	65 70
" New York or Maine Style	.....	.....	55 57½
" Harford County Sugar Corn	.....	.....	55 57½
" Standard, Evergreen	.....	.....	52½ 55

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Sugar Corn, Harford Co.	$	.....	60 .....
" " " Dry Packed	.....	.....	62½ .....
" Ex. Sugar Corn, fine qual., dry pk'd.	.....	.....	80 .....

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Full Standard, Moist	$	.....	60 65
" New York or Maine Style Dry Pack	.....	.....	60 65
" Seconds " " "	.....	.....	....

E. C. SHRINER & Co., Brokers, Baltimore.

2s Stowell's Evergreen Corn Standard	$	.....	 60
2s Standard Shoe Peg Corn	.....	.....	 65
2s Extra Standard Corn, Maine Style	.....	.....	..... 57½

OKRA AND TOMATOES.

No. 2	$	.....	 80
No. 3	.....	.....	..... 1 00

OYSTERS.

E. C. SHRINER & CO., Brokers, Baltimore.

1s Lunch, Selects, Oval Cans	$	.....	..... 1 00
1s, 6 Ounce Selects	.....	.....	..... 1 40
2s, 12 " "	.....	.....	....
1s, 4 Ounce	$	.....	 70
2s, 8 "	.....	.....	..... 1 35
1s; 5 "	.....	.....	 75
2s, 10 "	.....	.....	..... 1 50
1s, Light Weight	.....	.....	..... 42½
No. 1 Extra Lunch	$	.....	....
" 2 "	.....	.....	....

OYSTERS.—Continued.

	Cash.	Regular.
T. G. CRANWELL & CO., Brokers, Baltimore.		
5 oz. No. 1 Standards	....	75 .....
10 " " "	....	1 50 .....
5 oz. Standards, tall cans	....	77½ .....
10 " " "	....	1 55 .....
4 oz. No. 1 Cove	....	72½ .....
8 " 2 "	....	1 35 .....
No. 1 Light Weights	....	45 .....
" 2 " "	....	....

PEARS.

Standard 2s	$ 85	.....	....
" 3s	1 15	.....	....
Extra Standard 2s	.....	.....	....
" " 3s	.....	.....	....

PEACHES.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Standard, Yellow	$	.....	....
" Seconds, "	.....	.....	....
" Pie Unpeeled	.....	.....	....

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 3 Extra Standard Yellow Peaches	$	.....	1 60 1 65
No. 3 " Selected " "	.....	.....	1 80 1 85
No. 3 Standard, Yellow, Balto. packed	.....	.....	1 55 1 60
" Seconds, Yellow	.....	.....	1 45 1 50
" 3 " White	.....	.....	1 40 1 45
No. 2 " Peaches	.....	.....	1 05 1 10
No. 2 Standard, Yellow	.....	.....	1 05 1 10
" " White	.....	.....	1 05 ....
Gallons, Pie	.....	.....	3 20 3 25
No. 3 Pie	.....	.....	1 05 1 10

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 3 Pies, Unpeeled	$ 80	.....	....
" " Peeled	.....	.....	....
Gallon Pies, Unpeeled	2 30	.....	....
" " Peeled	.....	.....	....
No. 2 Seconds, White	95	.....	....
" " Yellow	1 00	.....	....
No. 3 Seconds, White	1 40	.....	....
" " Yellow	1 50	.....	....
No. 2 Standards, White	.....	.....	....
" " Yellow	1 15	.....	....
No. 3 Standards, White	.....	.....	....
" " Yellow	1 75	.....	....
" Ex. Selected, Yellow	2 00	.....	....

E. C. SHRINER & CO., Brokers, Baltimore.

No. 1s Extras, Sliced for Cream	....	.....	 85
" 3 Standard, White	.....	.....	..... 1 35
" " Yellow	.....	.....	..... 1 40
" 3 " Extra Yellow	.....	.....	..... 1 60
" 3s Selected, Yellow	.....	.....	..... 1 70
" 3s Country Standards, Yellow	.....	.....	..... 1 30
No. 2 Standard White	.....	.....	 95
" Extra Standard, Yellow	.....	.....	..... 1 00
" Seconds, White	.....	.....	 65
" " Yellow	.....	.....	 70
" 3 Seconds, White	.....	.....	 95
" " Yellow	.....	.....	..... 1 00
" 3s Peeled Pie, Yellow	.....	.....	 85
" Pie, Unpeeled	.....	.....	 75
Gallons, Pie, Unpeeled	.....	.....	..... 2 25
" " Peeled	.....	.....	..... 3 00

PEAS.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Early June, Full Standard	$	.....	80 85
" " " Sifted	.....	.....	95 1 00
" Extra Sifted	.....	.....	1 10 1 20
" Petit Pois	.....	.....	1 40 1 50
" Soaks	.....	.....	....
" Seconds	.....	.....	67½ 70
" Marrowfat, Full Standard	.....	.....	 85

T. G. CRANWELL & Co., Brokers, Baltimore

No. 2 Second Marrowfat	$ 70	.....	....
" Standard " White	85	.....	....
" Second Early June	.....	70	....
" Standard "	.....	80	....
" Extra "	.....	85	....
" Sifted "	.....	1 00	....
Ex. Sifted "	1 35	.....	....
Ex. Fan. Sif'd " Petit Pois	1 60	1 60	....

E. C. SHRINER & CO., Brokers, Baltimore.

1 Extra Sifted Early Junes	.....	.....	 75
1 Finest Sifted, Petit Pois	.....	.....	 90
2 Early June Standard	.....	.....	75 80
2 " Sifted	.....	.....	 90
2 " Extra Sifted	.....	.....	..... 1 10
2 " Extra Fine Sifted	.....	.....	..... 1 25
2 " Petit Pois	.....	.....	..... 1 40
2 Early June Seconds	.....	.....	65 70
2 " " Sifted	.....	.....	70 75
2 " " Extra Sifted	.....	.....	 80
2 Extra Standard Early Junes	.....	.....	 85
2 Extra Standard Marrowfats	.....	.....	 80
2 Marrowfat	.....	.....	 75
2 " Sifted	.....	.....	 80
2 " Extra Sifted	.....	.....	 90
2 Seconds	.....	.....	 65

PINEAPPLE.

E. C. SHRINER & CO., Brokers, Baltimore.

	Cash.		Regular.
2s Seconds in Water, E. & C	.....	.....	75
2s Standards in Syrup, Not E. & C	.....	.....	90
2s " " " E. & C	.....	.....	1 00
2s " Grated, in Syrup	.....	.....	1 10
2s Extra Standard, Whole Circles, E. & C	.....	.....	1 30
2s Selected, Whole Circles, Heavy Syrup	.....	.....	1 50
2s " Grated, Heavy Syrup	.....	.....	1 50
2s Fancy Extra Selected, Preserved Sliced	.....	.....	1 75
2s Fancy Extra Selected Grated, Preserved	.....	.....	1 75
1s Standard Grated, Good Syrup, E. & C	.....	.....	80
1s Fancy Grated, Preserved	.....	.....	90
1s Cocktail, Heavy Syrup	.....	.....	90
2s Pie Grated. Solid Packed... 50 in Syrup	.....	.....	52½
3s Pie Grated, Solid Packed... 62½ in Syrup	.....	.....	67½
Gallon Pie Grated, Solid Packed 1 90 in Syrup	.....	.....	2 00

T. G. CRANWELL & CO., Brokers.

No. 2 Seconds, Not Eyeless	$	.....	85	.....
" " Eyeless and Coreless	.....	.....	90	.....
" Standards, Not Eyeless	.....	.....	1 00	.....
" " Eyeless and Coreless	.....	.....	1 00	.....
" Ex. " "	.....	.....	1 35	.....
No. 1 Ex. Fancy Sliced, Eyel's & Corl's	.....	.....	90	.....
" " Grated	.....	.....	90	.....
" " Cocktail	.....	.....	90	.....
No. 2 Extra Fancy Grated	.....	.....	1 80	.....
No. 3 Pie Grated, in Water	.....	.....	65	.....
" " in Syrup	.....	.....	70	.....
Gallon " in Water	.....	.....	1 90	.....
" " in Syrup	.....	.....	2 00	.....

TOMATOES.

T. J. MEEHAN & CO., Brokers, Baltimore.	Cash.		Regular.	
No. 3 Full Standards	75	.....	77½	.....
" Seconds	65	.....	70	.....
No. 2 Full Standards	52½	.....	55	.....
" Seconds	47½	.....	50	.....
Gallons, Standard	2 00	.....		2 10

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Full Standard	.....	.....	75	77½
" Seconds, Labeled Standards	.....	.....	70	72½
No. 2 Full Standards	.....	.....	57½	60
" Seconds, Labeled Standards	.....	.....	50	55

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Tomatoes	.....	55	.....	.....
" 3 " "	.....	77½	.....	.....
" 3 Ex. Select Tomatoes, Tall Cans	.....	.....	.....	.....
" 3 Second Tomatoes	.....	70	.....	.....
" 2 "	.....	50	.....	.....
Gallon Standard Tomatoes	2 25	.....	.....	.....

E. C. SHRINER & CO., Brokers, Baltimore.

No. 3 Standard	.....	.....	.....	75
" " f. o. b. County	.....	.....	.....	72½
" " Extras	.....	.....	.....	77½
" " Fair	.....	.....	.....	70
No. 2 Standard	.....	.....	.....	50
" " f. o. b. County	.....	.....	.....	50
" Second	.....	.....	.....	45
" 3 "	.....	.....	.....	65
Gallon, Standard	.....	.....	1 90	2 00

NEW YORK CANNED GOODS MARKET.

(Reported by Special Correspondence.)

APPLES—Gallon New York State	1 80	@ 2 00
" Maryland gallons	1 60	1 70
" Maine gallons	1 60	1 90
" No. 3 Standards	55	65
APRICOTS—California Standards 2½s	.....	.....
ASPARAGUS—Oyster Bay	4 25	4 50
" No. 3 Tips	3 50	4 00
BEANS—No. 2 Lima	1 00	.....
" Baked. No. 3	67½	80
CORN—No. 2 New York State	65	75
" " Maine	90	92½
" " Maine, Fancy	.....	1 10
" " Southern	60	67½
" " Western, 2s	57½	62½
LOBSTER—Flats, ½-lb	.....	2 40
" flats, 1-lb	3 50	3 60
OYSTERS—4 Ounce Standards	72½	80
" 10 Ounce	1 60	1 65
PEACHES—2½ Standard, California Yellow	2 25	2 30
" 2½ Extra Standard, California	2 50	2 55
" Southern Standard 3s	1 30	1 55
PEARS—California 2½	2 60	2 65
PEAS—No. 2 Early June Extra Sifted	1 20	1 22½
" " " " Sifted	95	1 00
" " " " Standard	75	85
" " " " Seconds	65	67½
PINEAPPLES—No. 2, Pie Grated	55	60
" No. 3, Pie Grated	67½	70
" Gallon, Pie Grated	1 95	2 05
" 2s Standard, Grated	1 10	1 15
" 2s Select, Grated	1 50	1 60
" 2s P'C'D, Grated	1 80	1 90
" 2s Standard E. & C.	95	1 00
" 2s Extra Selected	1 35	1 40

NEW YORK CANNED GOODS MARKET—Continued.

PINEAPPLES—Continued.

PINEAPPLES—2s Extra Standard, Grated	1 30	1 40
" Singapore, Preserved—		
" ⅞-Cubes	52½	55
" 1½-Chunks	85	87½
" 1¾-Sliced	87½	90
" 2-Whole		1 25
PUMPKIN—No. 3	80	85
" Gallon	2 40	2 50
SALMON—Columbia River talls, 1-lb	1 82½	1 85
" " " flats, 1-lb	2 10	2 20
" " " " ½-lb	1 12½	1 15
" Alaska Red, talls, 1-lb	1 42½	1 50
" Medium Red, talls, 1-lb	1 20	1 25
" Chums, talls, 1-lb	.....	.....
" Sockeye, flats, 1-lb	.....	1 95
" " talls, 1-lb	.....	1 85
" " flats, ½-lb	1 12½	1 15
" Alaska Pink, talls, 1-lb	87½	90
" Cohoes, talls, 1-lb	.....	.....
" Cohoes, flats, 1-lb	1 25	.....
STRAWBERRIES—Gallons	4 25	4 50
" Standard 2s	77½	80
SUCCOTASH—Maine pack, 2s	.....	.....
" State pack, 2s ..... Southern	67½	70
TOMATOES—No. 2 Standard Maryland	57½	60
" No. 3 " "	77½	80
" No. 3 " New Jersey	82½	85
" Gallons, Maryland	2 00	2 10
" Gallons, Jersey	.....	2 20

CANS AND CANNERS' METALS.

F. O. B. BALTIMORE, MD.

Drop and Bar	Solder	½x½	9x10	8x10
Wire Coil	"	$ 21	20	19
Wire Segments	"	21	20	19

CANS.

AMERICAN CAN CO.

SEASON'S PRICES GO IN EFFECT JUNE 1st.

No. 1 Standard	1½ inch opening	$10.20 per thousand.	
" 2 "	1½ "	14.00	"
" 3 "	2 1-16 "	18 40	"
" 3 " Jersey	2 1-16 "	19.40	"
" 3 Jersey Tall	2 7-16 "	21.90	"
" 10 Standard	2 1-16 "	45.00	"

THE PRICES OF SOLDER HEMMED CAPS ARE AS FOLLOWS:
1½ in., 75c.; 2 1-16, $1 10; 2 7-16, $1.40 per Thousand.

SUBJECT TO CHANGE WITHOUT NOTICE.

WHEELING CAN CO.

No. 1	$10.20 per thousand.
" 2	14.00 "
" 2½	17.80 "
" 3	18.40 "
" 10	45.00 "

CONTINENTAL CAN CO.

EARLY DELIVERY.

No. 1	1½ inch opening	$ 9.75 per thonsand.	
" 2	1½ "	13.25	"
" 3	2 1-16 "	17.75	"
" 3 Jersey	2 1-16 "	18.75	"
" 10	2 1-16 "	42.00	"

Solder Hemmed Caps, 1½ inch, 75c.; 2 1-16, $1.10; 2 7-16, $1.40.

SOUTHERN CAN CO.

			BUYER'S OPTION.
No. 1	1½ inch opening		$10.20 per M
" 2	1½ "		14.00 "
" 2½	2 1-16 "		17.80 "
" 3	2 1-16 "		18.40 "
" 3 Jersey	2 1-16 "		19.40 "
" 10	2 1-16 "		45.00 "

"Southern" Inside Coated Cans at $2.50, $3.50 and $4.50 per M additional for the 1s, 2s and 3s, respectively. Solder Hemmed Caps, 1½ inch, 75c.; 1 2-16 inch, $1.10, and 2 7-16 inch, $1.40.

INDEPENDENT PRICES.

No. 1.	2 S. H.	2 L. H.	3 Stand.	No. 10.
$10.00	$13.50	$13.25	$17.50	$46.00 per thousand

SANITARY CANS.

SANITARY CAN CO.	PLAIN.	ENAMEL.
No. 1	$11.50	$14.50
No. 2	15.75	19.25
No. 2½	20.25	24.25
No. 3, 4⅞ inch	21.00	25.50
No. 3, 5½ inch	24.00	.....
No. 10	46.00	56.00

A. SCHULTZ & CO.

Solder Applied Caps, $1.00; $1.25; $1.50.

TIN PLATES. F. O. B. MILL.

I. C., 14x20, 107 lbs. Bessemer Steel	4 05	.....	.....	.....
I. C., 14x20, 100 lbs. Bessemer Steel	3 70	.....	.....	.....
I. C., 22x27¼, 90 lbs. Bessemer Steel	8 00	.....	.....	.....
I. C., 19½x27, 95 lbs. Bessemer Steel	7 15	.....	.....	.....

PIG TIN.

	5 to 10 tons	1 to 4 tons		
Straits	$29 25	29 50	.....	.....
Malacca	29 25	29 50	.....	.....

PIG LEAD.

Omaha	$ 4 50	4 75	.....	.....

MAKE NO MISTAKE!

in the packing of your goods. It is the mistakes that wreck a business. Know what you are doing and be certain the goods are turning out as they should.

IN CANNING,

as in any other line of business, experience counts, and many thousands of dollars have been tossed into the rapacious maw of Experience by canners. But you don't have to. If you are wise you will profit from the experience paid for by others. How?

Get a copy of "A Complete Course in Canning," a book written by a man with a vast experience; in fact he made a living for years pulling canners out of "experience holes."

Price, $5.00 the copy.

THE TRADE,

304-5 Md. Savings Bank Bldg. Baltimore, Md

SUBSCRIPTION BLANK.

THE TRADE.

THE CANNED GOODS AUTHORITY.

304 Md. Savings Bank Bldg. Baltimore, Md.

Are you a subscriber? If not fill out this blank and mail to us as above.

Subscription rates: U. S. $2.00 per year; Canada, $3.00.

Name.....

Address.....

City.....

State.....

ORDER BLANK.

THE TRADE

THE CANNED GOODS AUTHORITY.

304 Md. Savings Bank Bldg. Baltimore, Md.

Gentlemen:—

Enclosed please find remittance amounting to $5.00, for which please send me a copy of "A Complete Course in Canning."

Name.....

Address.....

City.....

State.....

EMPLOYMENT EXCHANGE.

Paid subscribers can use this column *Free* for securing either positions or hands. To all others the charge is 20c. per line, one time, or 50c. per line, monthly; cash with order. Where the address is care of THE TRADE, stamps should be sent for answers, as the P. O. requires renewed postage on such.

HELP WANTED.

WANTED—An experienced, practical Man, thoroughly understanding the business and capable of putting up high-class goods, such as bottled fruits in glass, preserves, jams, jellies, butters, fruit juices, etc., in strict accordance with the Pure Food Laws and in the most approved and economical methods; must be able to manage help and produce results; a good position; firm reliable and well established. Apply immediately, with references, to P. O. BOX 64, Hamilton, Can.

WANTED.—Massachusetts concern manufacturing bakers' and confectioners supplies wants thoroughly competent foreman to take charge of department where pie filling, preserves, jellies, jams, crushed fruit extracts, ice cream supplies, etc. are made. State salary expected.
HAPGOODS, 305 Broadway, N. Y.

WANTED—Competent Man, to Sell Canning Machinery and Complete Canning Factories. Address O. Pressprich & Co., 103 Park Ave., New York.

WANTED—Foreman-Processor, with experience making jams, jellies, preserves, canned fruit and vegetables, fruit juices, etc.; state salary and experience. Address O. F. M., c/o THE TRADE.

WANTED—June 1st to October 1st, competent Capper Man; two machines; state wages and reference. J. B. SCHROTT, Gowanda, N. Y.

WANTED—A Catsup Cook. A young man who understands the work and has some good formulas can get good position. State age, salary wanted, number of years experience and with whom you have worked.
Address "Catsup" care THE TRADE.

WANTED—A Processor; fruits and vegetables. CRESCENT CANNING CO., Crescent, Okla.

WANTED—June 15th to November 15th, 1908, competent Capper-man; also Tippers. State wages, qualifications and references. Address, F. C. CO., care THE TRADE.

WANTED—Salesmen to sell California Canned Fruits; also a Man capable of managing the salesmen. "Address CANNED FRUIT", care THE TRADE.

WANTED—A practical Catsup, Sauce and Relish Maker; one who can put up a first-class catsup and other goods in conformity with Pure Food Laws; a man with capacity for work, able to handle help and the ability to make good; to the right party a good position is open with reliable, old-established firm. Apply at once, with references, to POSTOFFICE BOX 64, Hamilton Postoffice, Can.

WANTED—A competent Man, with experience, as Manager, to take charge of a large oyster cannery in the South. Address, with full particulars as to previous employers, stating age, OYSTERS c/o THE TRADE.

WANTED—A sober industrious Man, who can pack tomatoes and sweet potatoes, who has knowledge of machinery and can do pipe fitting, etc., for a short term of service for a Virginia factory. Address, giving full particulars, wages expected. GEO. E. LOCKWOOD CO., 308 Chestnut Street, Philadelphia, Pa.

SITUATIONS WANTED.

Notice to packers and canners—Your attention is called to the fact that the Superintendent Processors' Association furnishes you with first-class expert processors and superintendents free of charge, therefore, when you desire to make a change or are in need of a good superintendent or processor, kindly drop the Secretary a card or send stamps and he will furnish full particulars, so you can be placed in communication with several, and thereby select your own choice and make your own terms with them. For full particulars, address Wm. Smith, Secretary, Superintendent Processors' Association, care The Trade, Baltimore, Md.

POSITION WANTED—As Manager or Foreman of Wholesale Grocery Manufacturing Department, pickle or preserve house; thoroughly up-to-date in everything relating to same, including ammonia, blueing, baking powder, cleaned currants, carbonated beverages, catsup, soda fountain supplies, druggists' sundries, extracts, all branches of pickle and preserve business, powdered sugar, self-raising flours, table syrups and sauces. Strictly temperate good testimonials. Address, EXPERT, % The Trade.

POSITION WANTED—Vinegar maker and Pickle Man wants position. Practical man. Mashing, distilling, generators, White wine, grain or molasses. Cider, salting and processing, pickles, sauces, catsups, etc.
Address, GEO. S. GREEN, 152 Throop St., Chicago, Ill.

WANTED—Position for 1908 by a young man as Shipping Clerk, understands Canned Goods, handling of orders and help, from A to Z, ten years with present firm, same firm being one of the largest in New York State. Address, Canned Goods, care of THE TRADE.

WANTED—A Position, as Superintendent-Processor, by an expert; 16 years' practical experience; can pack all kinds of fruits and vegetables according to the National Pure Food Law; being an expert engineer and steam fitter, I understand all up-to-date machinery; yet, I can plan and build you a new factory or remodel your old one to the best of advantage; am a good manager of help, strictly temperate, and can give the best of references. Address G. G. W., 612 East Grand River street, Clinton, Missouri.

WANTED—A position as Superintendent-Processor; 15 years practical experience; can pack all principal vegetables; peas, corn and tomatoes a specialty; thoroughly understand all machinery; am open for position for the season or will take position through pea or corn season; strictly temperate; best references given as to character and ability; have been with last firm three seasons. Address "G.," care of "THE TRADE."

POSITION WANTED—By an expert Catsup Cook; can make the cheapest and the best grades and can also make same without a preservative. Address Cook, care of THE TRADE.

POSITION WANTED—By an expert Cook, who has had experience in making catsup, jams, jellies, butters, preserves, wet and condensed mincemeat and tomato puree; has also had experience in handling help, in labeling and shipping room; am sober and steady; can give the best of references. "W" c/o THE TRADE.

WANTED—Work by young man as Bookkeeper or Working Foreman in canning factory; ten years' experience in processing of all principal fruits and vegetables; last three years in office; on request, will write qualifications and send reference. Address Young, c/o THE TRADE.

WANTED—Position, by man familiar with canning-house machinery, pipe fitting and installation; able to take charge of mechanical end of factory. Address B. R. J. c/o THE TRADE.

WANTED—A Position as Superintendent; years of experience; can pack all kinds of fruits and vegetables according to the Pure Food Laws; understand all up-to-date machinery; can build or remodel plants to the best of advantage; also wiling to go into partnership with a good, reliable party; can give the best of reference; inquire through trade. Address Position, care of THE TRADE.

WANTED—Situation as Manager or Processor, practical; understand processing of all kinds of fruits and vegetables, winter goods, sauer kraut, baked beans, cove oysters, sweet Potatoes and extra fine flavor catsup; understands making tomato pulp, etc.; can make cans by hand or machinery and attend to all machinery for canmaking and all kinds of pipe fittings, also all kinds of capping; twenty years' experience; best of reference. LAWRENCE KING, 2208 Fairmount avenue, Baltimore Md.

An experienced process man can be secured by addressing box 351 Washington, Ind.

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GOODS ANALYZED—Chemical analysis of water, raw materials and supplies for the detection of impurities or adulterants. Chemical and physical analysis of other goods for comparison with your own products.

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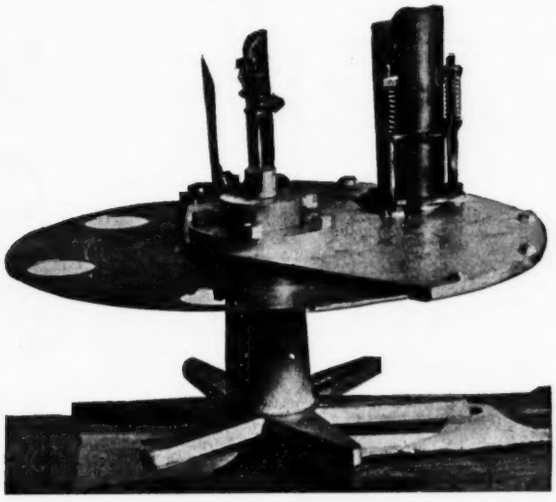
NEW IDEAS ELABORATED—The utilization of waste, new ideas in manufacture and new products are often lost from lack of time, inclination or technical skill. Our chemical knowledge, extended and varied experience, and constant experimenting place us in a position to advise you.

PROCESSES IMPROVED—An expert can often see that old methods and arrangements can be much improved at slight cost.

OUT-PUT CHEAPENED—Improved arrangements tend to enhance the quality and increase the out-put of your products, thus lessening the cost.

NEW PLANTS—We furnish complete plans for arrangement of machinery, and sketches of buildings for your architect to elaborate.

LITTLE GEM CAP PLACER



Never misses placing a cap, and never makes doubles. Feeds solder hemmed caps to any size cans. Will work with any continuous capper. Simple—easily operated, nothing to get out of order. Cheap in price. . . . . .

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IDENTIFY YOUR CANS.

I offer the simplest possible method of identifying your goods by means of

TIN CAN INK.

This Ink is specially made for the purpose and will stand processing and handling. Once on the can it is indellible. Applied with a rubber stencil or stamp. Can have your own mark, designating the goods, the quality and anything desired. The cheapest and most effective means of identification. Send for samples and prices.

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Have your cans become rusty or soiled from leaks, &c., if so, use

Maier's Silver Lacquer

It will make them look bright same as original, at very little cost.

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SLAYSMAN AUTOMATIC CAN TESTER

50,000 Capacity Per Day

AND EVERY LEAK DETECTED

DOUBLE - END - CRIMPER

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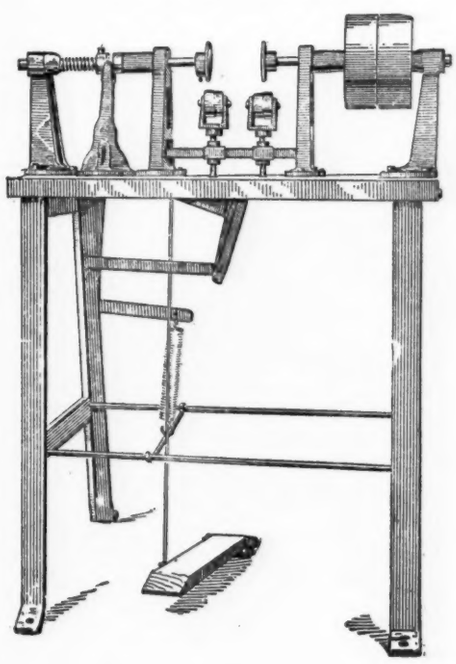

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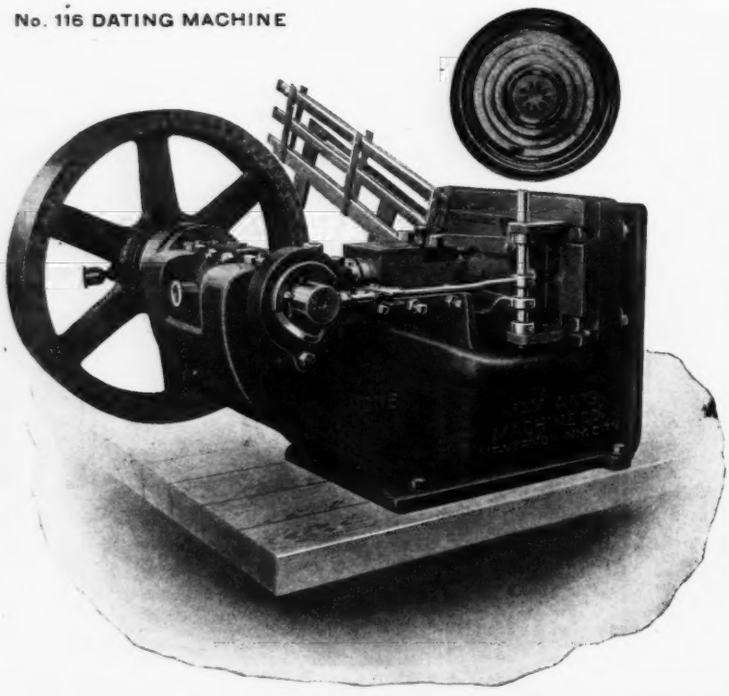

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NO HOLES NO CAPS ENTIRE TOP OPEN

We furnish complete outfits for making these cans. ROUND, SQUARE or IRREGULAR shape. Write for full particulars. It will pay.

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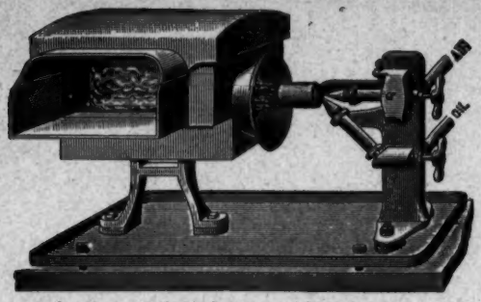

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The "Eureka" Can Filler has no equal.
Thoroughly efficient, great capacity.

Every can well filled.
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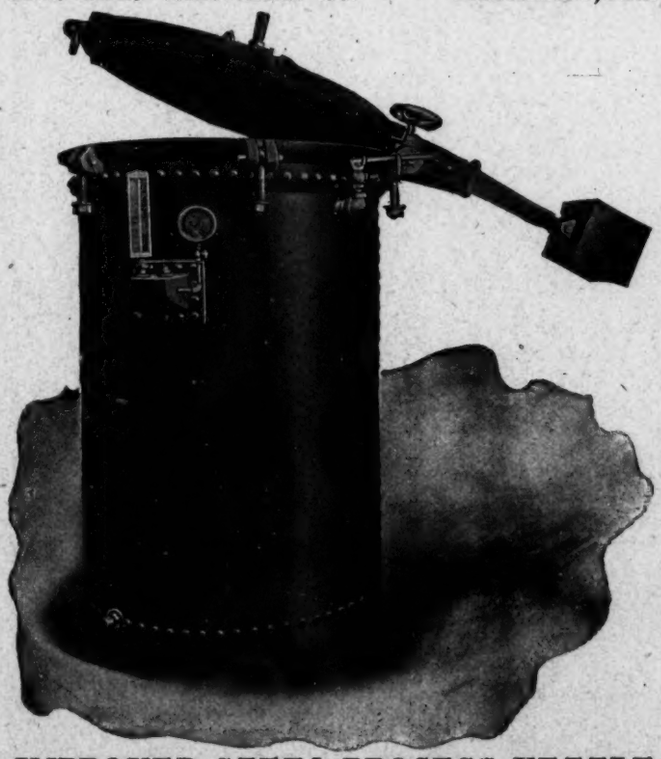

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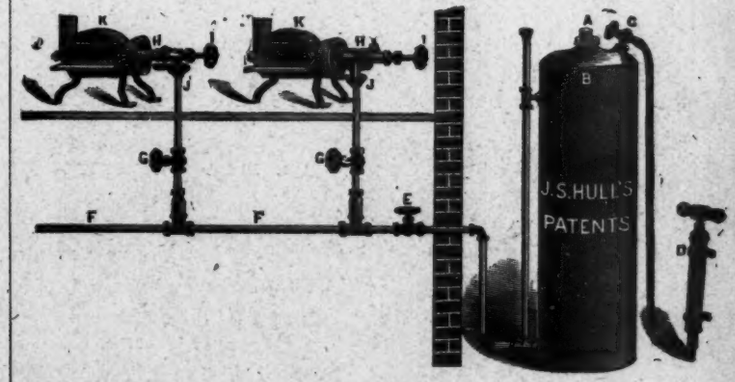

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